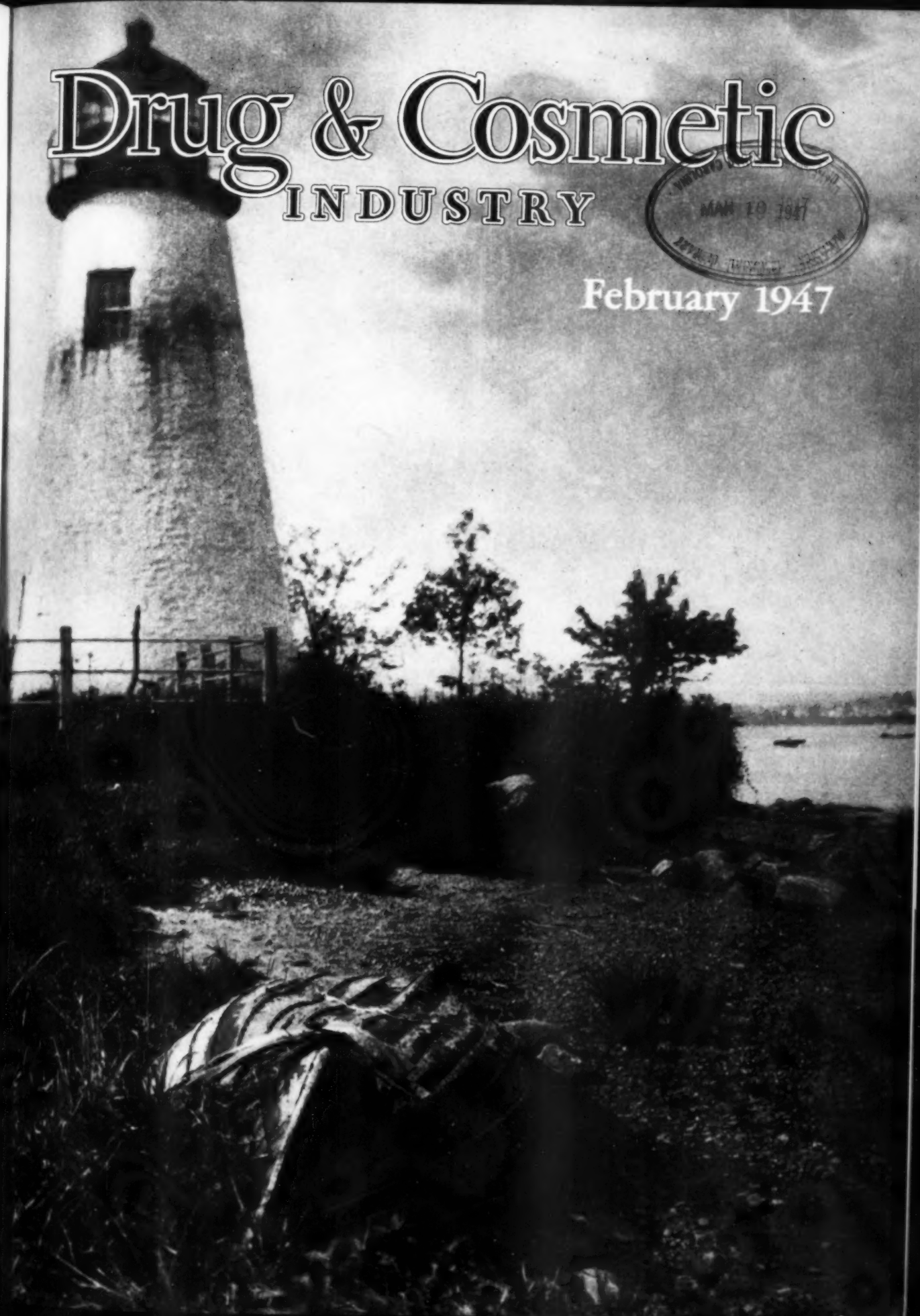
Drug & Cosmetic INDUSTRY

MAR 10 1947

February 1947



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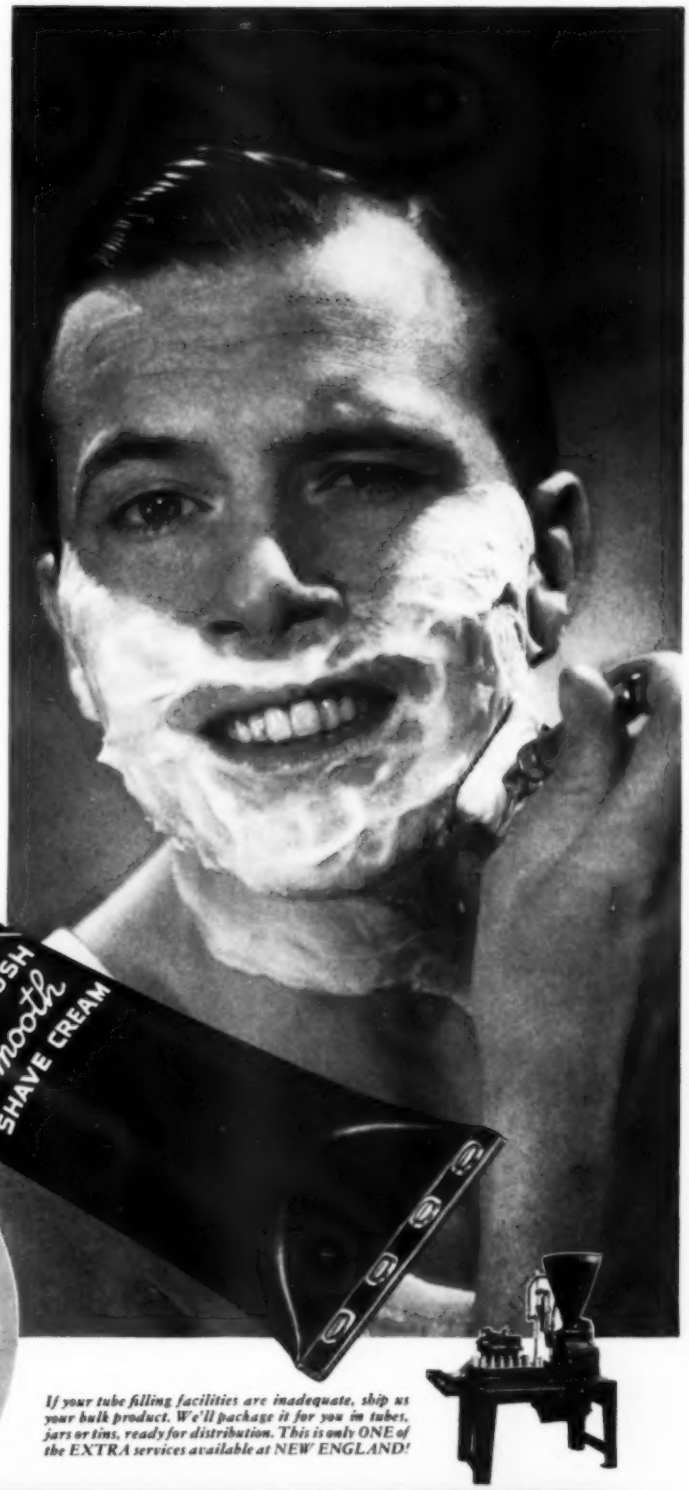

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Drug & Cosmetic INDUSTRY

FEBRUARY 1947

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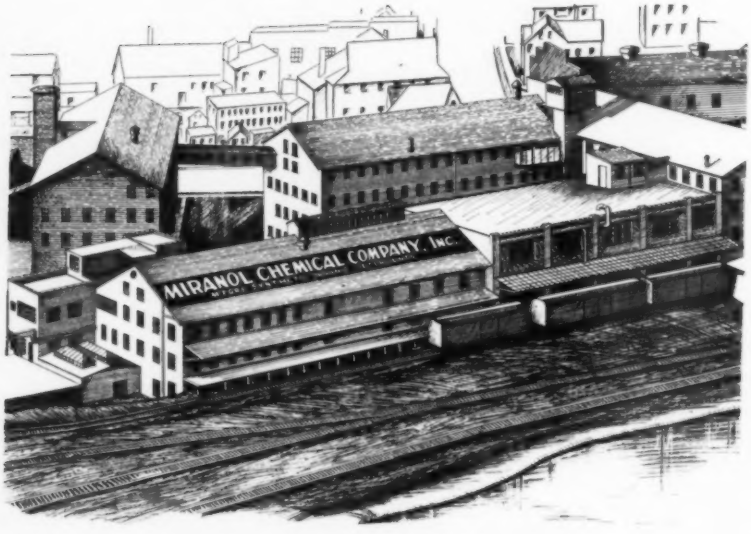

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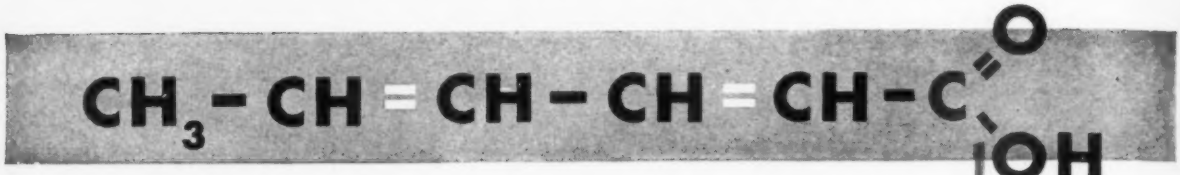

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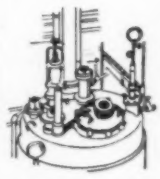

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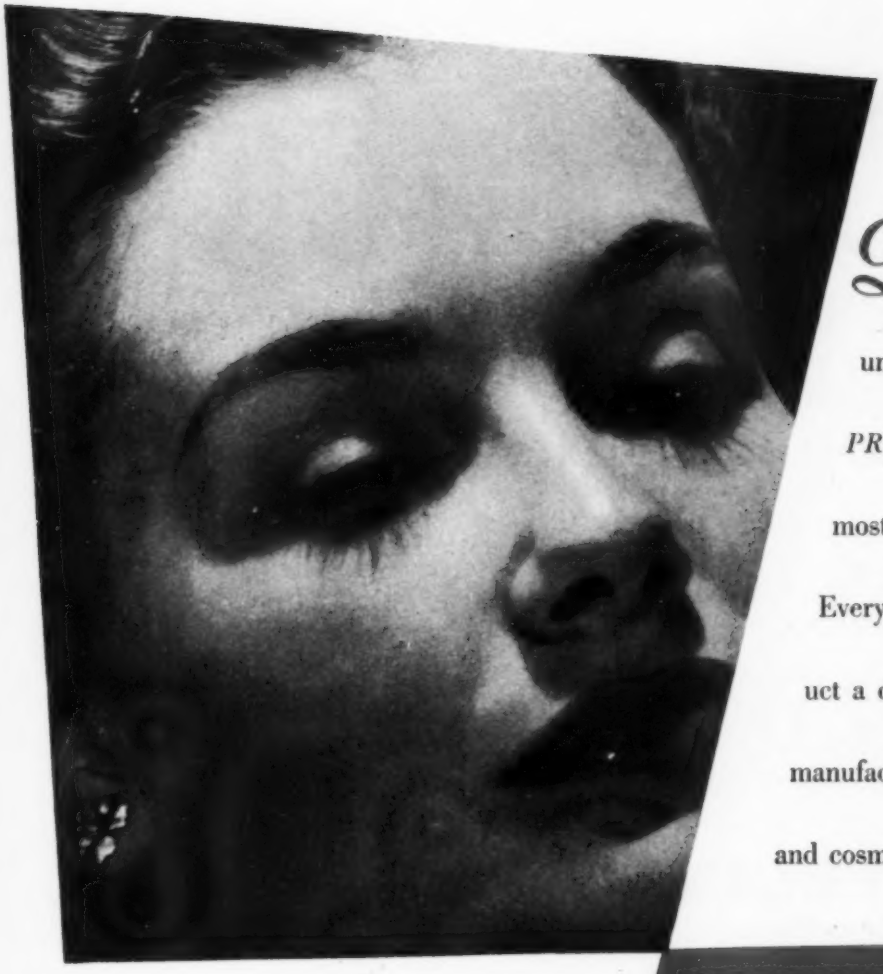

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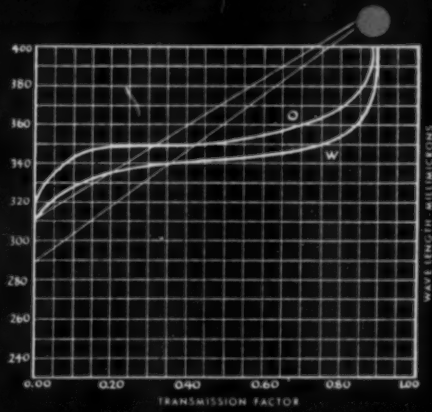

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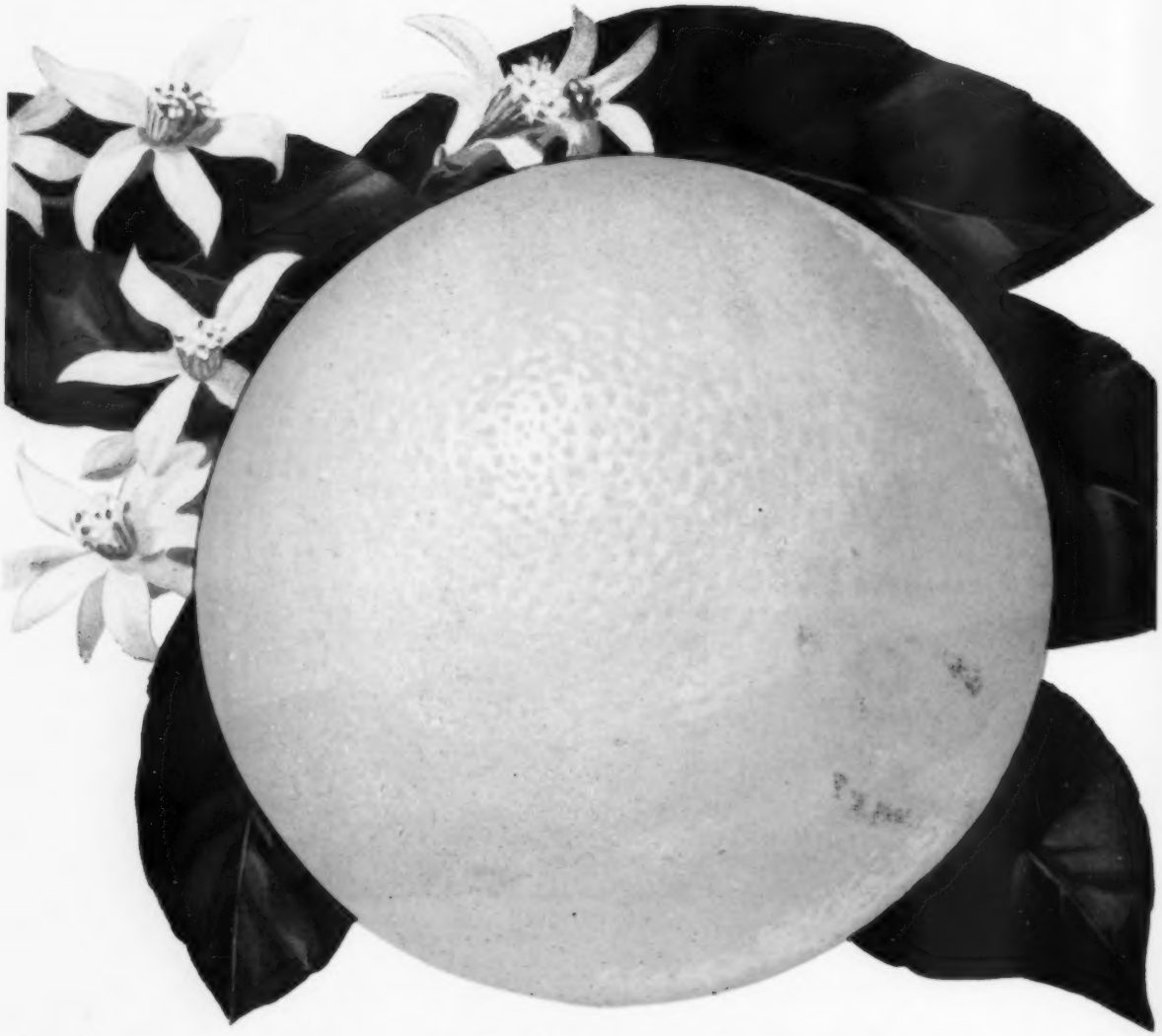

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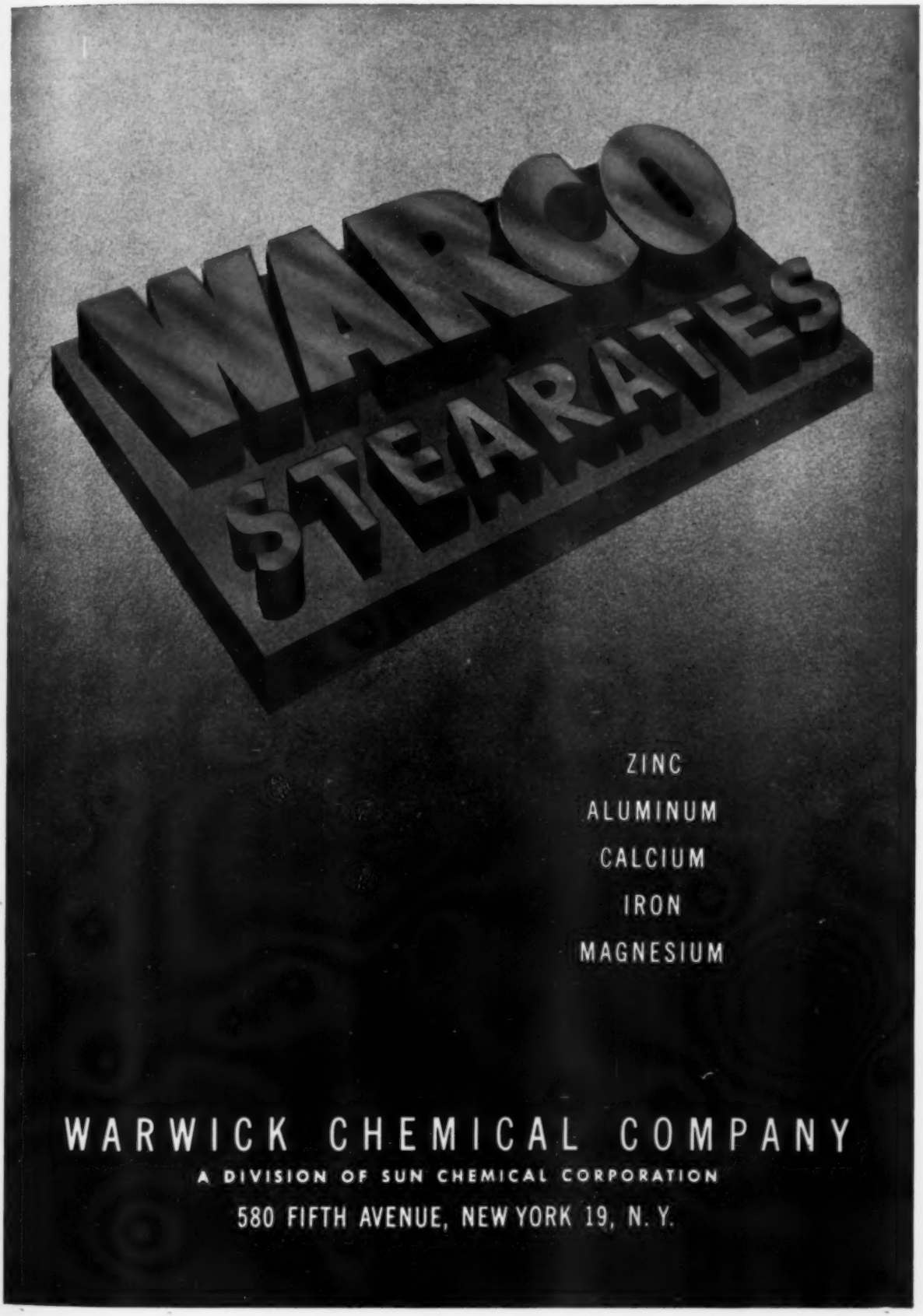
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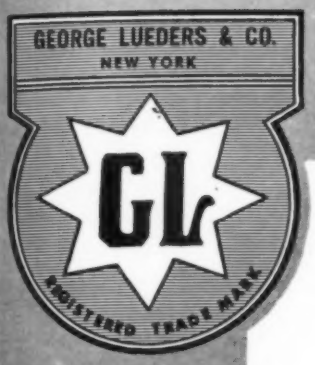

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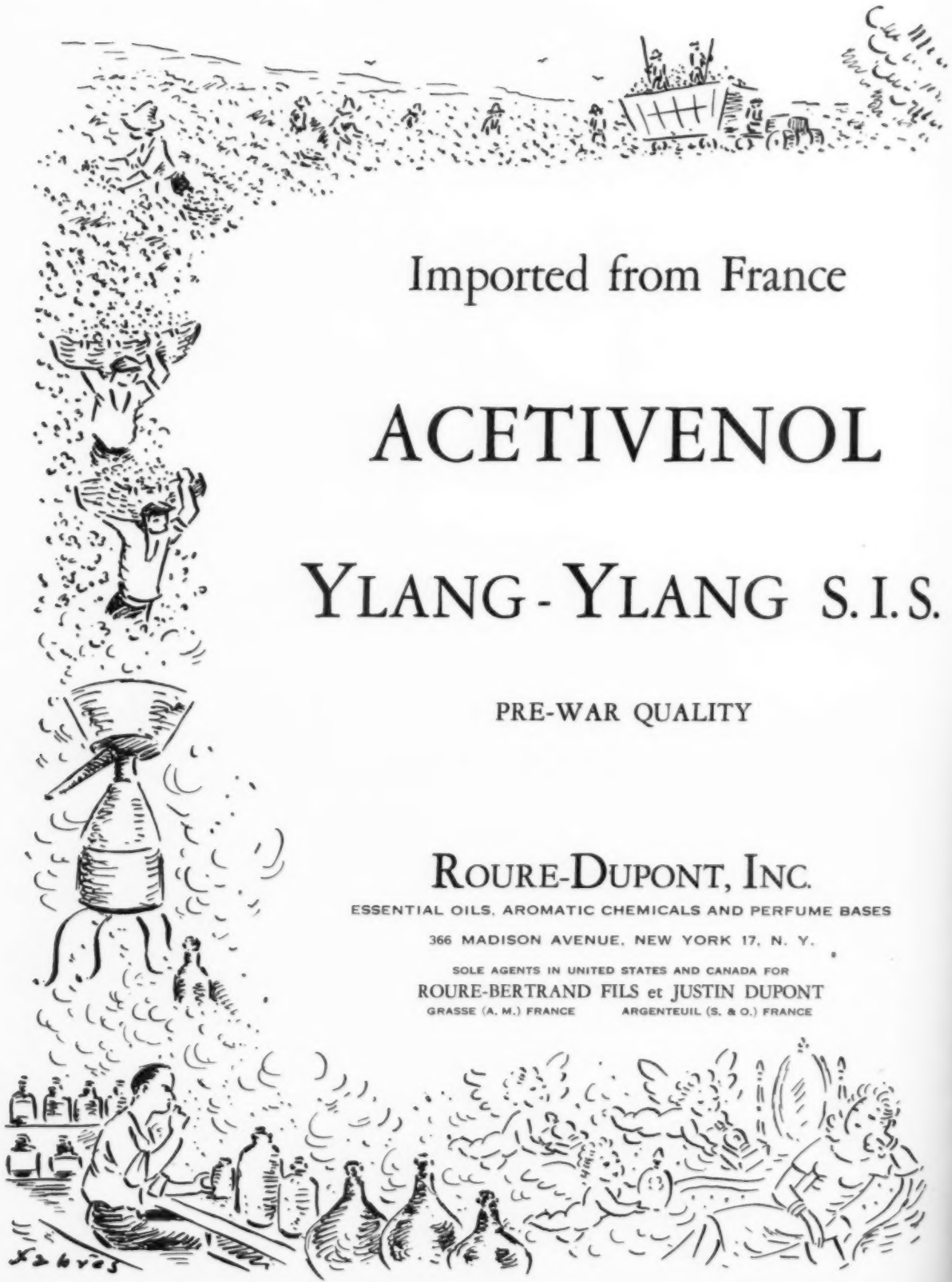

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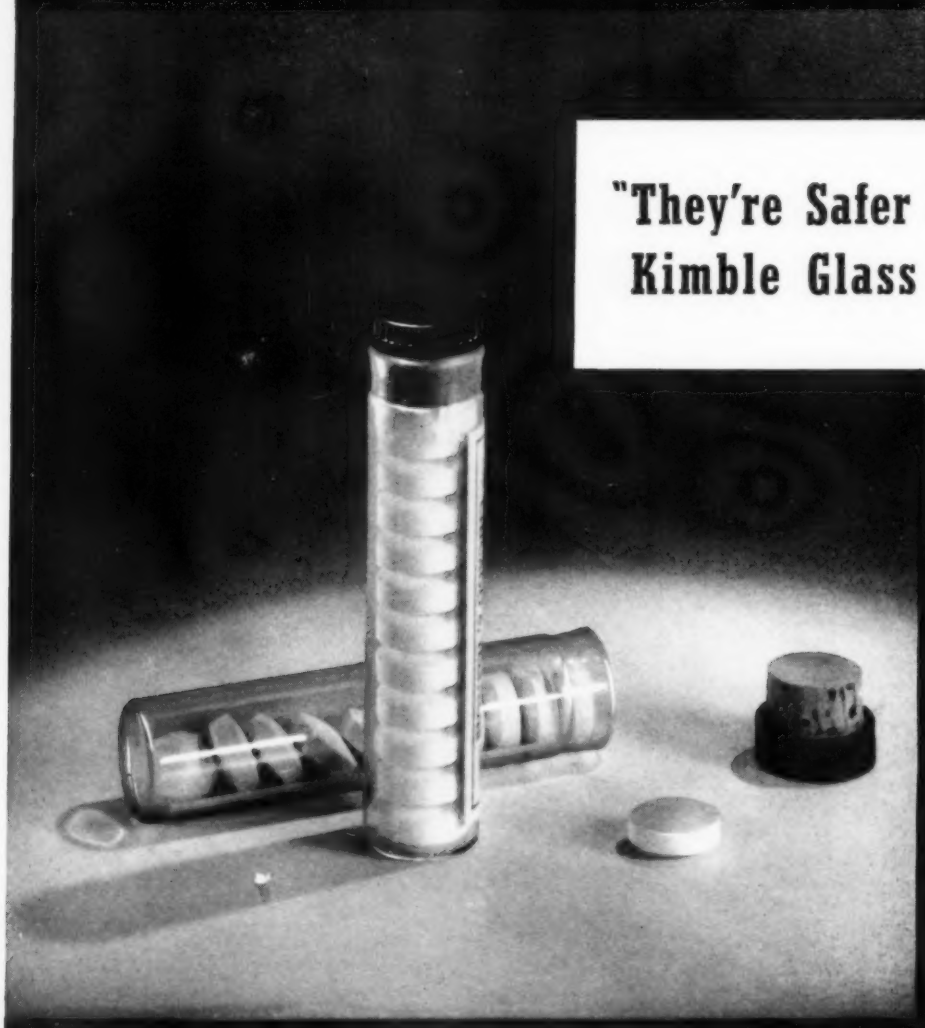

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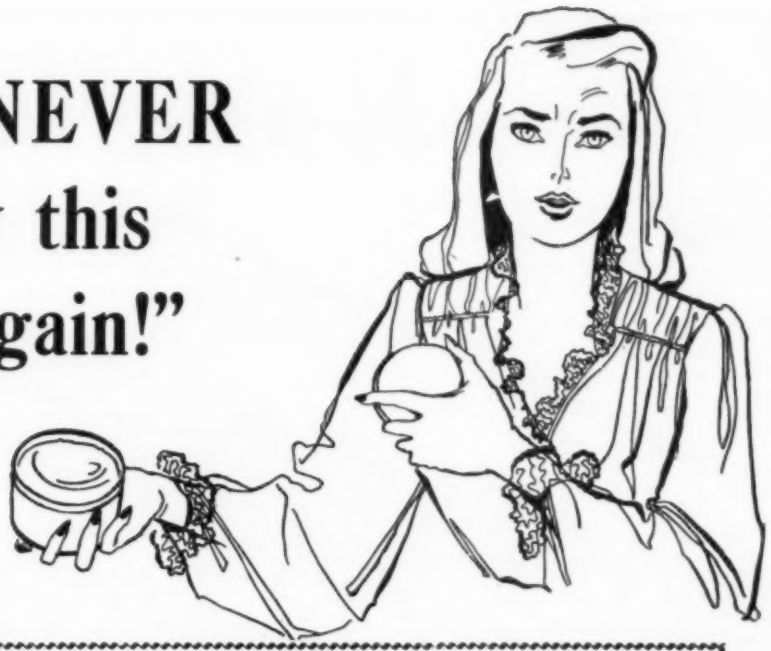

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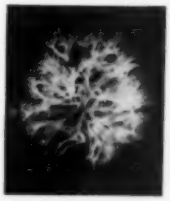

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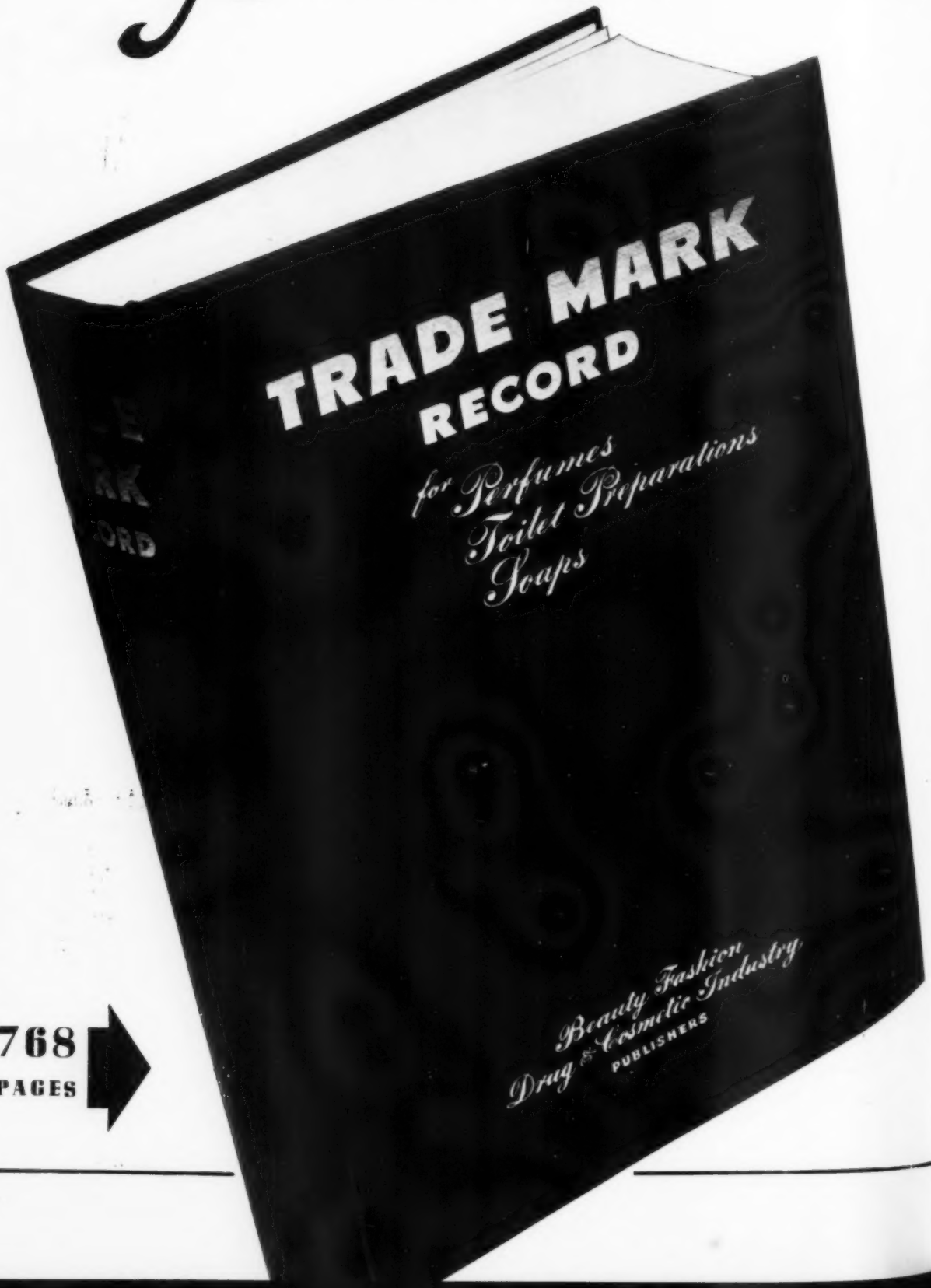

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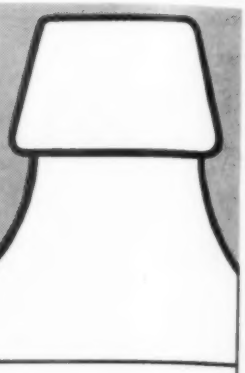

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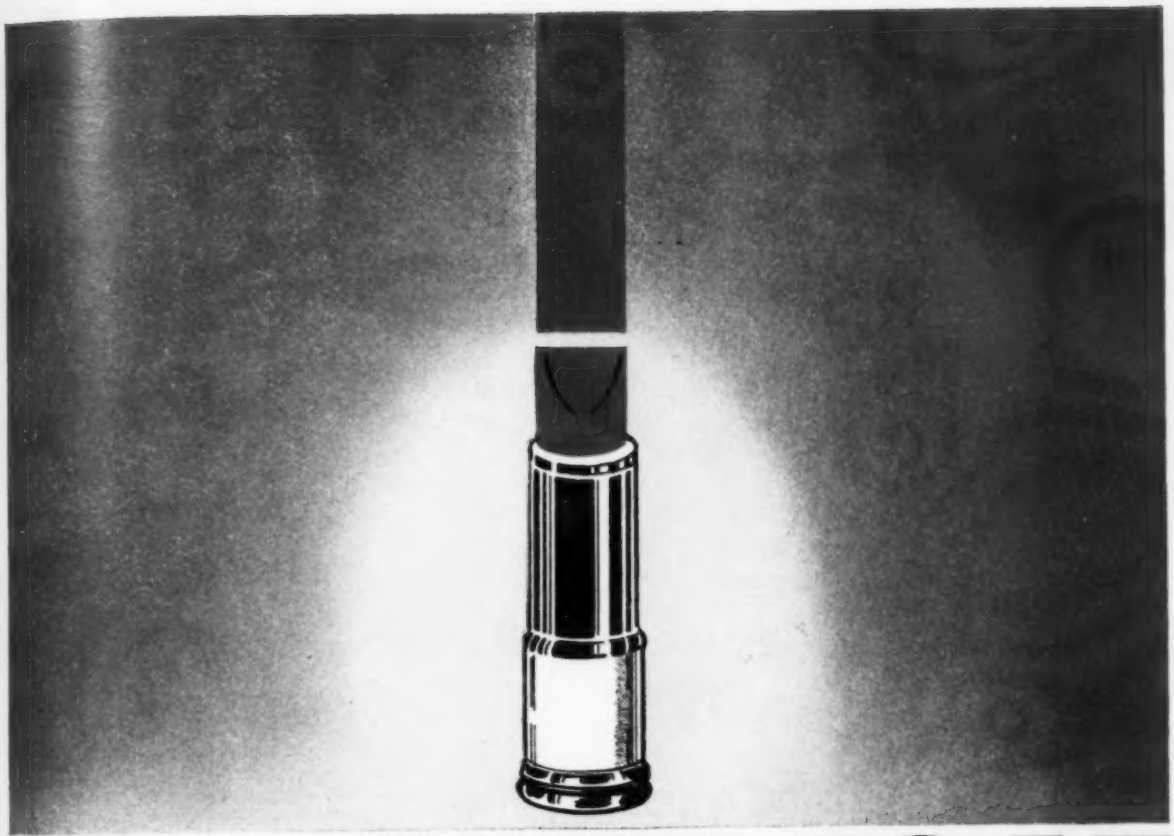

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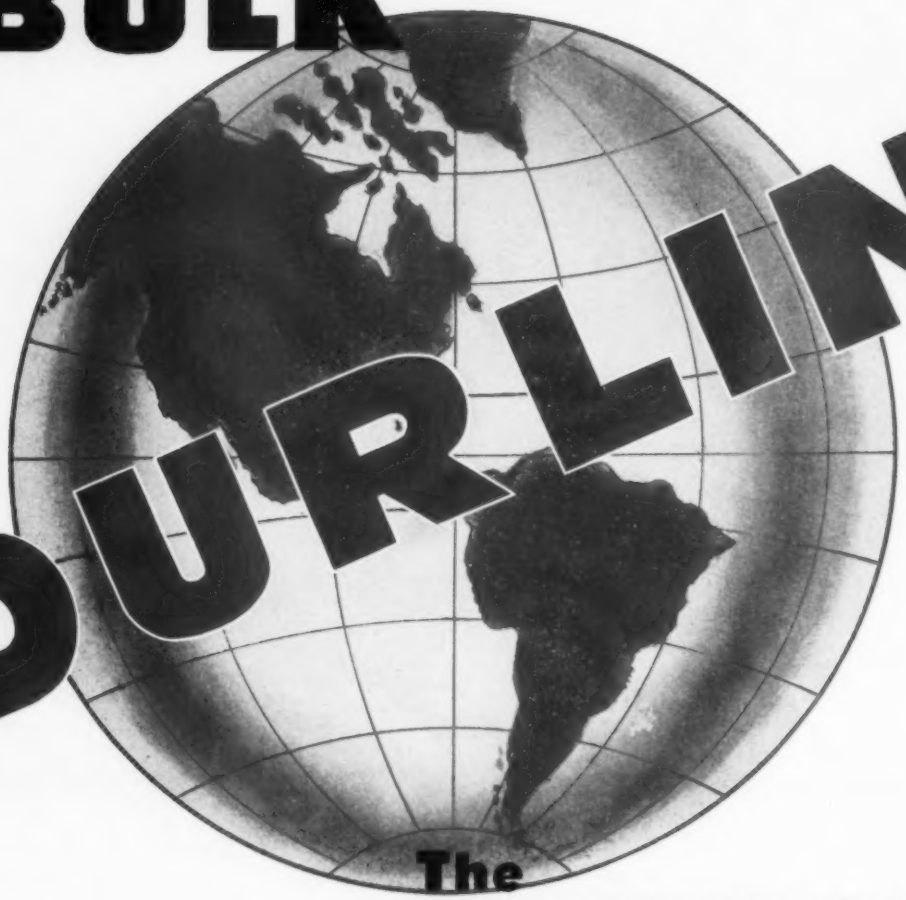

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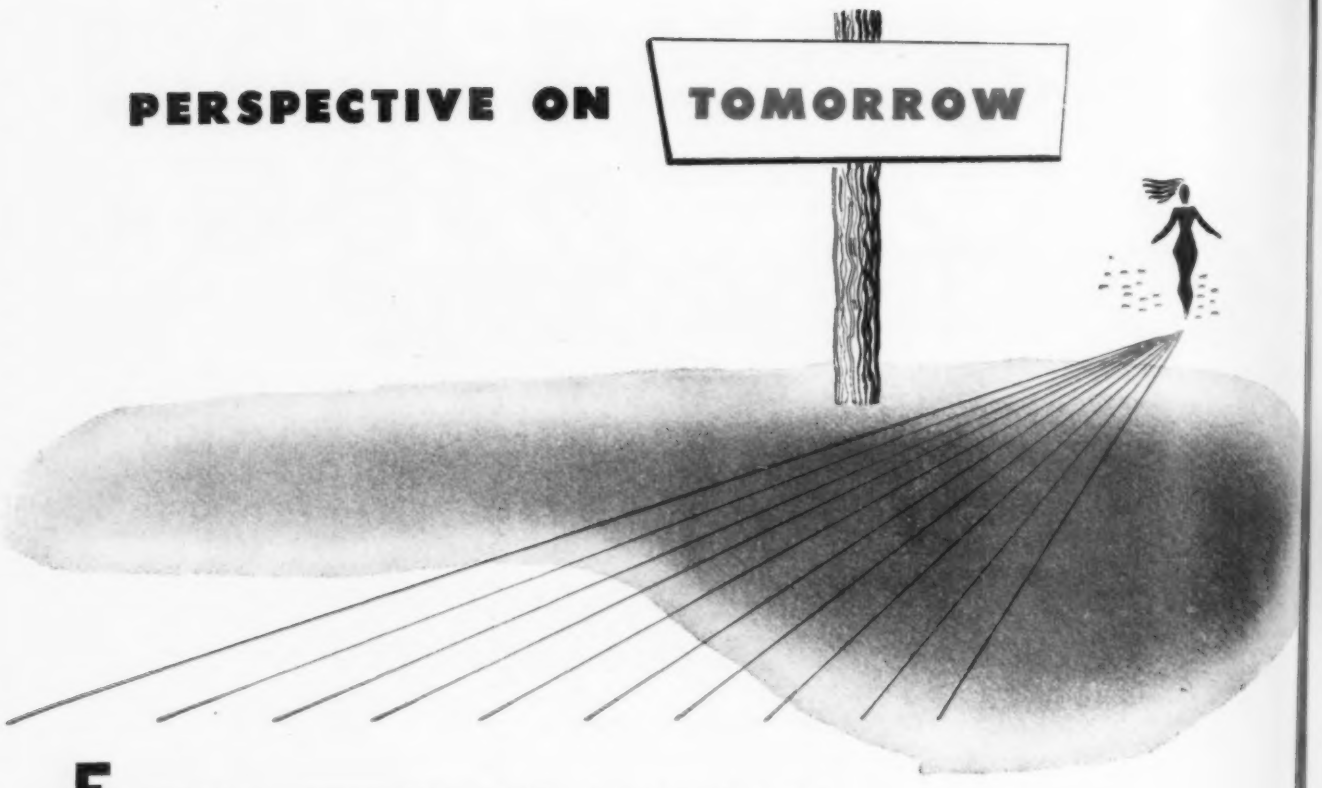

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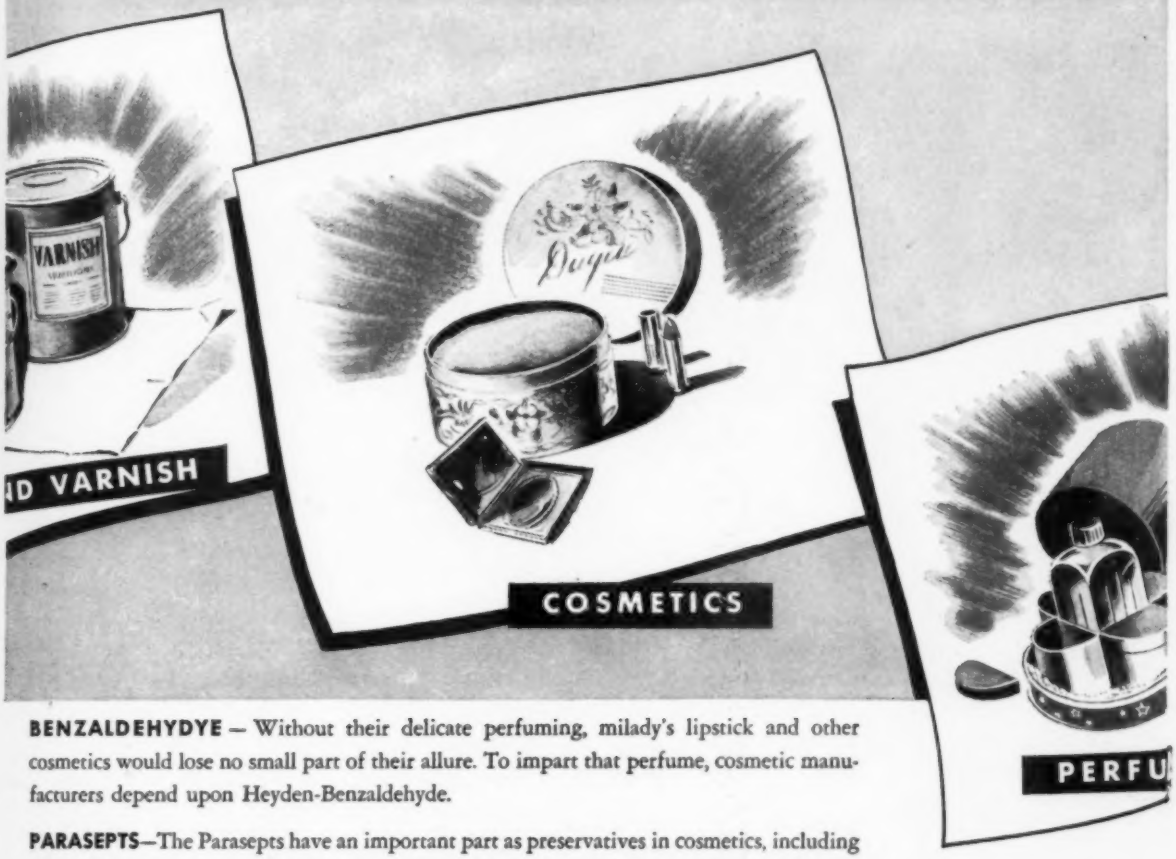

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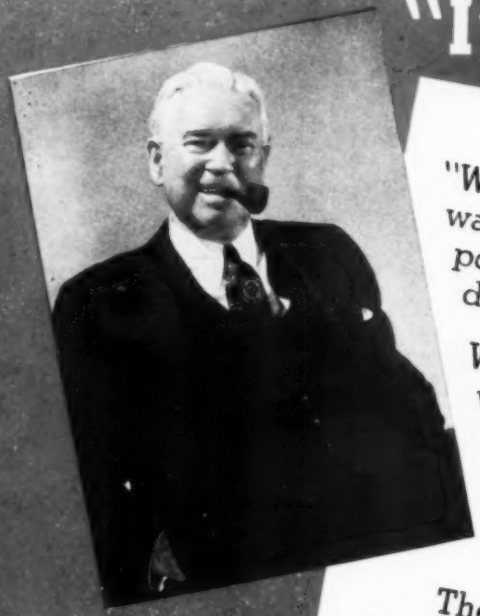

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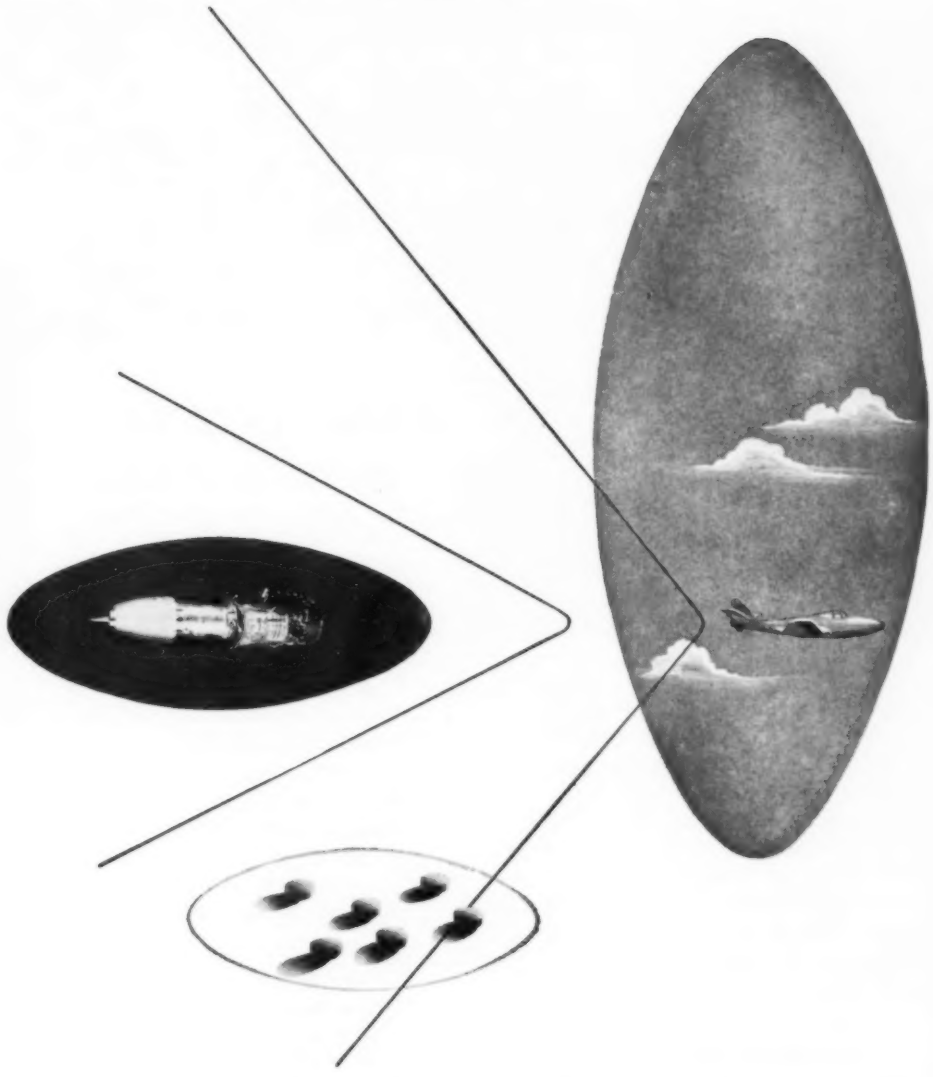

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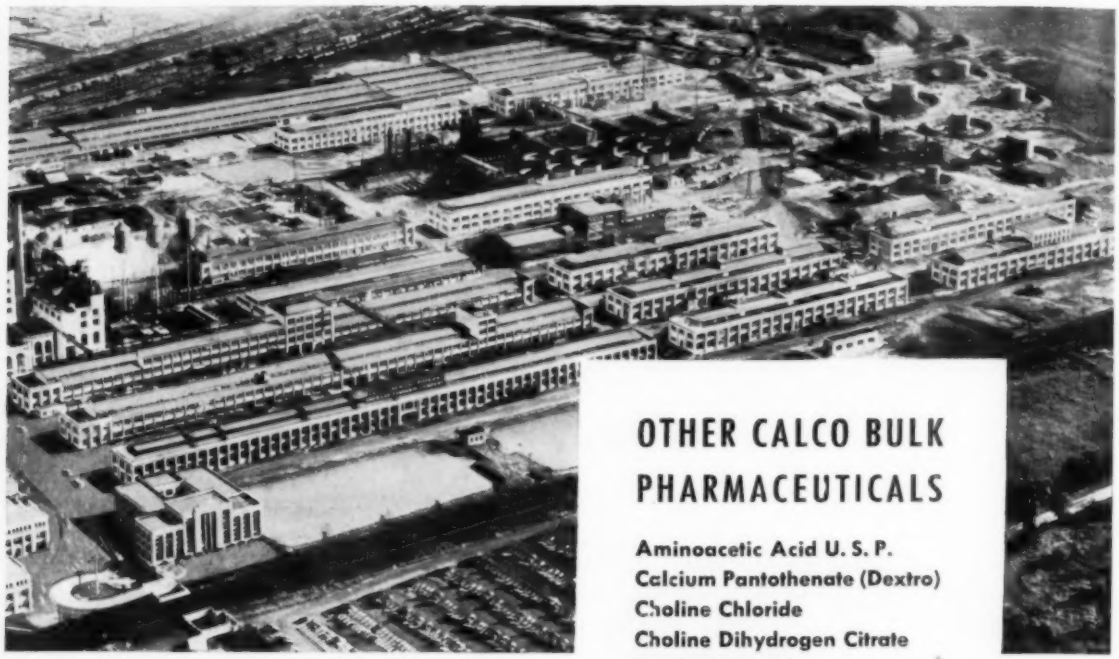

CALCO, in its great plants at Bound Brook, N. J., produces a wider range of SULFA DRUGS than any other manufacturer in the world. In these giant-capacity plants, rigid inspection from laboratories through to finished big-scale production assures a uniform high excellence of quality and an assured source of supply. This is why you will find it advantageous to look to CALCO for these sulfonamides:

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Powder...or...Micro Crystal

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Sulfamerazine
Sodium Sulfamerazine
Sulfanilamide USP (powder, crystal, micro crystal)
Sulfathiazole USP (powder, crystal, micro crystal)
Sodium Sulfathiazole USP
Sulfapyridine USP
Sodium Sulfapyridine

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Neocinchophen U. S. P.
Mandelic Acid U. S. P. (and Calcium Salt)
Menadione U. S. P.
Methylene Blue U. S. P. (powder or crystals)
Nicotinic Acid U. S. P.
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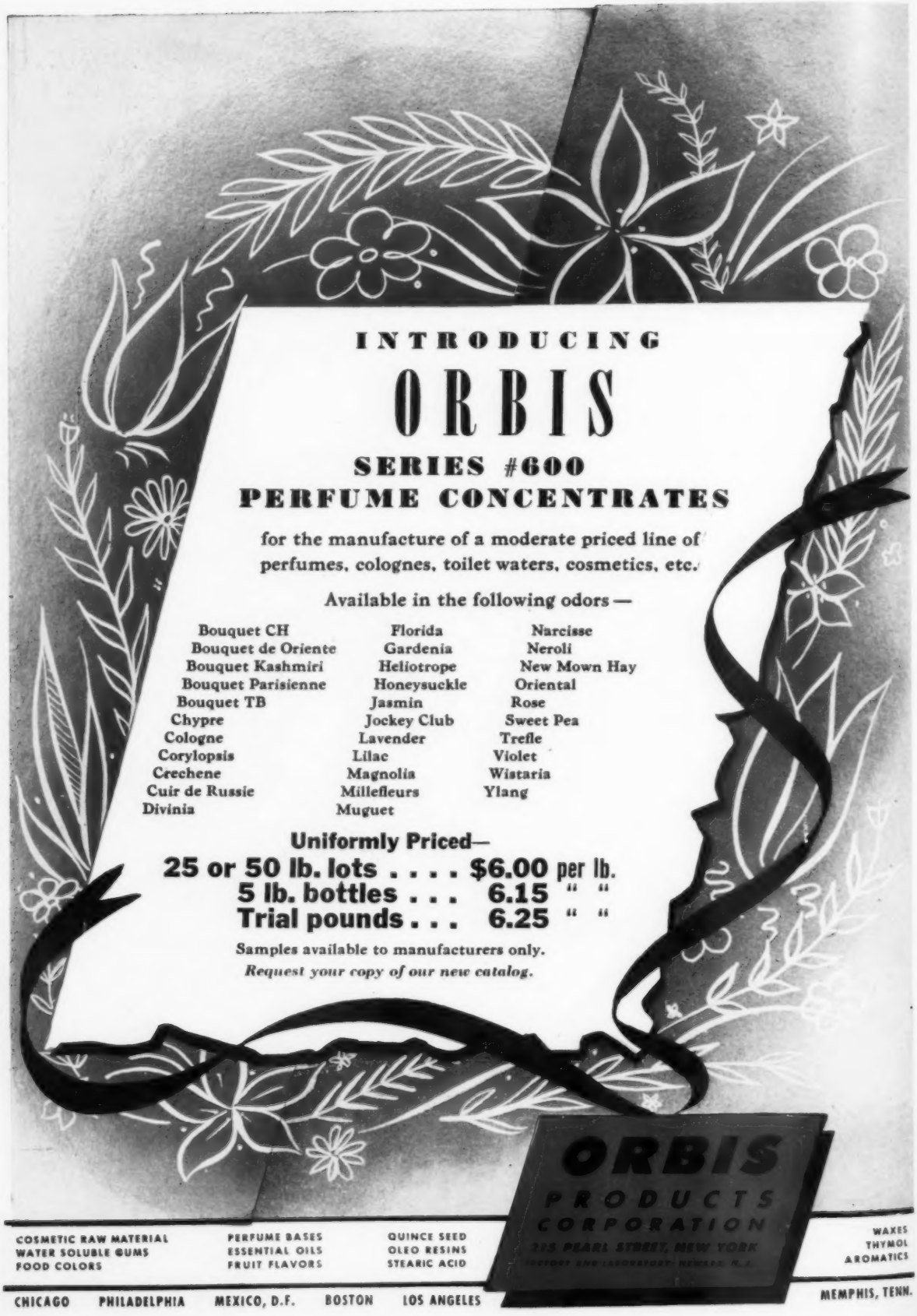
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BECCO HYDROGEN PEROXIDE 90%

PROPERTIES

Assay:	90% H_2O_2 by weight
Active Oxygen:	42.4% by weight
Specific Gravity:	1.39 at 18°C.
Residue:	Less than 0.005%
Heat of Decomposition:	1100 B. t. u. per lb.
Form:	Clear, colorless liquid

Stability: No loss of active oxygen on storage at ordinary temperatures. Stable at elevated temperatures.

Solubility: Miscible with water in all proportions. Soluble in many organic media.

SUGGESTED USES

Organic Synthesis:	Oxidation, hydroxylation. Formation of peracids.
Polymerizations:	Promoter in bulk and suspension systems. Curing agent.
Bleaching:	Fats, oils, waxes and similar materials.
Energy Source:	Explosives, propellants. 1 liter produces over 400 liters of oxygen gas.

This residue free oxidant is especially useful in non-aqueous systems. It reacts faster and more efficiently than dilute hydrogen peroxide.

AVAILABILITY

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OTHER BECCO PRODUCTS

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Hydrogen Peroxide 30% C. P.	H_2O_2
Hydrogen Peroxide 50%	H_2O_2
Potassium Persulfate	$K_2S_2O_8$
Ammonium Persulfate	$(NH_4)_2S_2O_8$
Sodium Carbonate Peroxide	$2\ Na_2CO_3.3\ H_2O_2$
Sodium Pyrophosphate Peroxide	$Na_4P_2O_7.2\ H_2O_2$
Urea Peroxide	$CO(NH_2)_2.\ H_2O_2$
Calcium Peroxide 60%	CaO_2
Magnesium Peroxide 15%-25%-50%	MgO_2
Zinc Peroxide 55%	ZnO_2
Acetyl Peroxide in Dimethyl Phthalate	$(CH_3CO)_2O_2$

Detailed description and laboratory samples of any Becco Active Oxygen Chemical will be sent on request.

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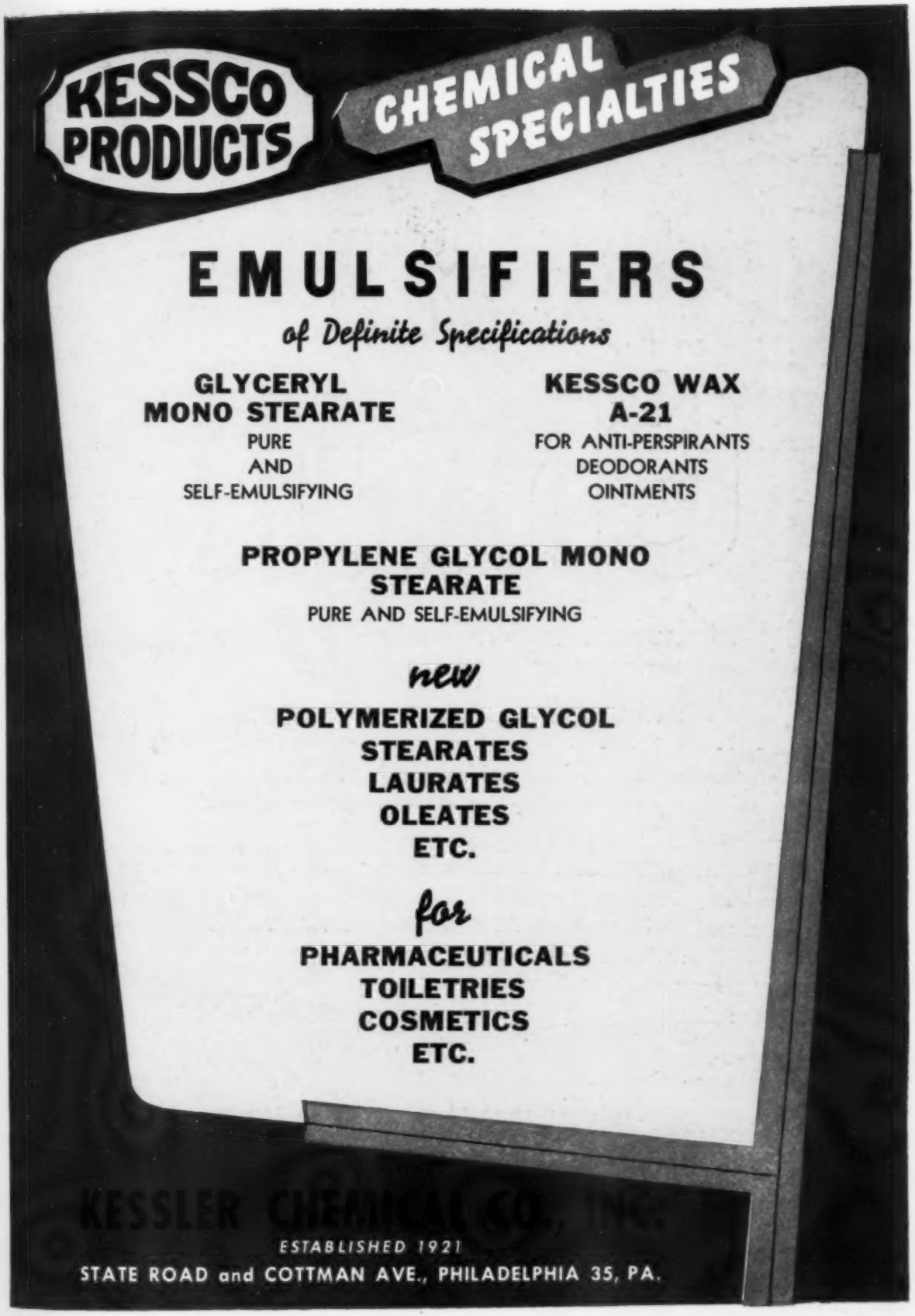
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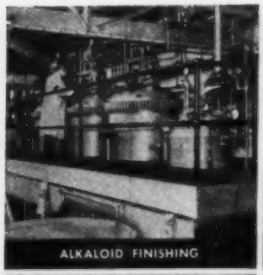

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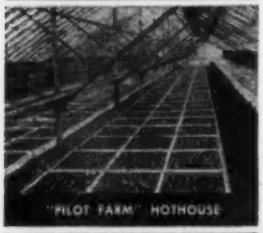
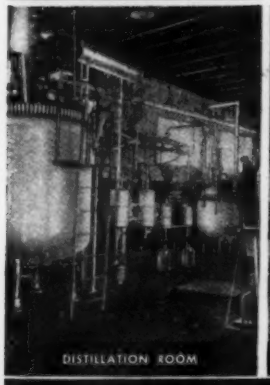


"PILOT FARM" HOTHOUSE

"PILOT FARM"



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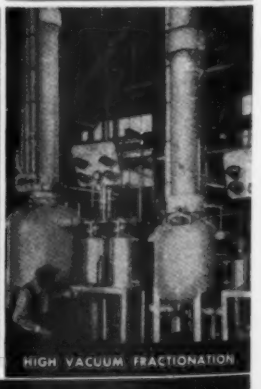
AERIAL VIEW OF OUR MANUFACTURING PLANT AT LYNDHURST, N. J.



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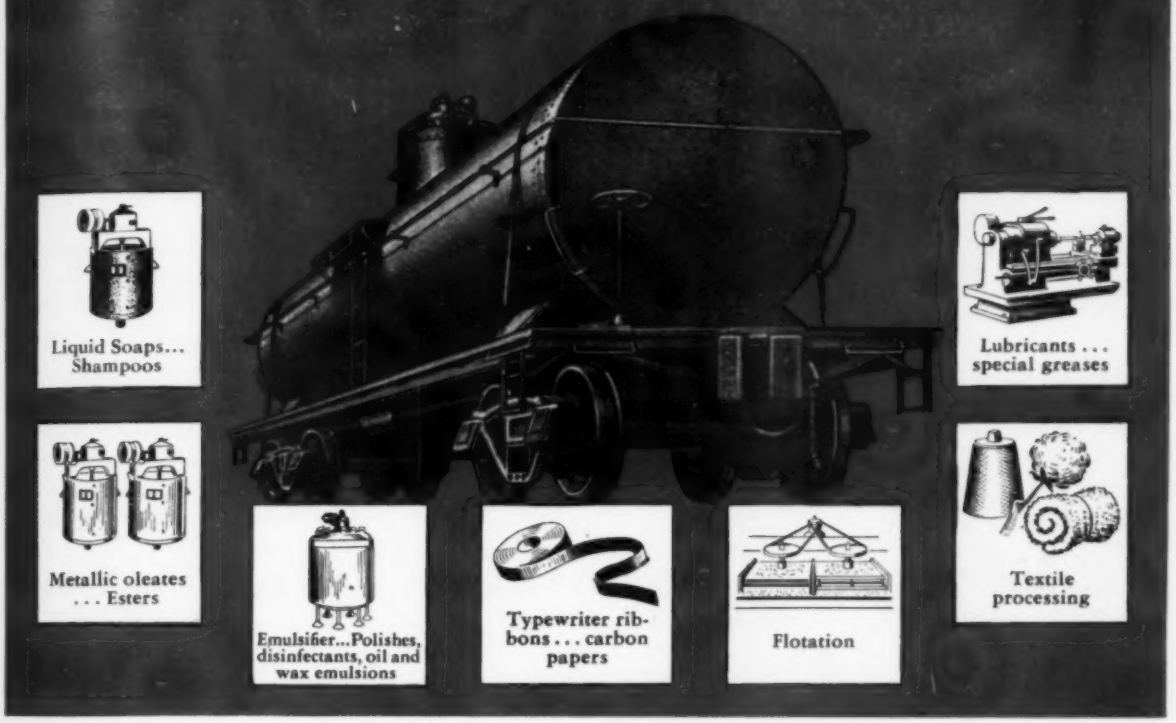

Oleic acid (Red Oil) is a versatile product fitted for important uses in many fields . . . uses for which there is no adequate substitute. In every case it is important to define the job to be done before selecting the red oil with specifications to fit. For example, color may not always be important but color stability frequently is. Lowest titre may be essential; on the other hand, regular titres may suffice. No matter, specifications are flexible enough to provide grades for every use.

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Emery Red Oils provide:

Wider range of characteristics
Standard grades for specific uses
Uniformity in specifications

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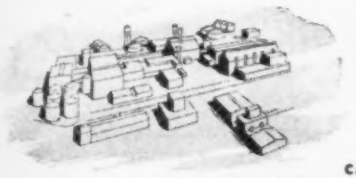

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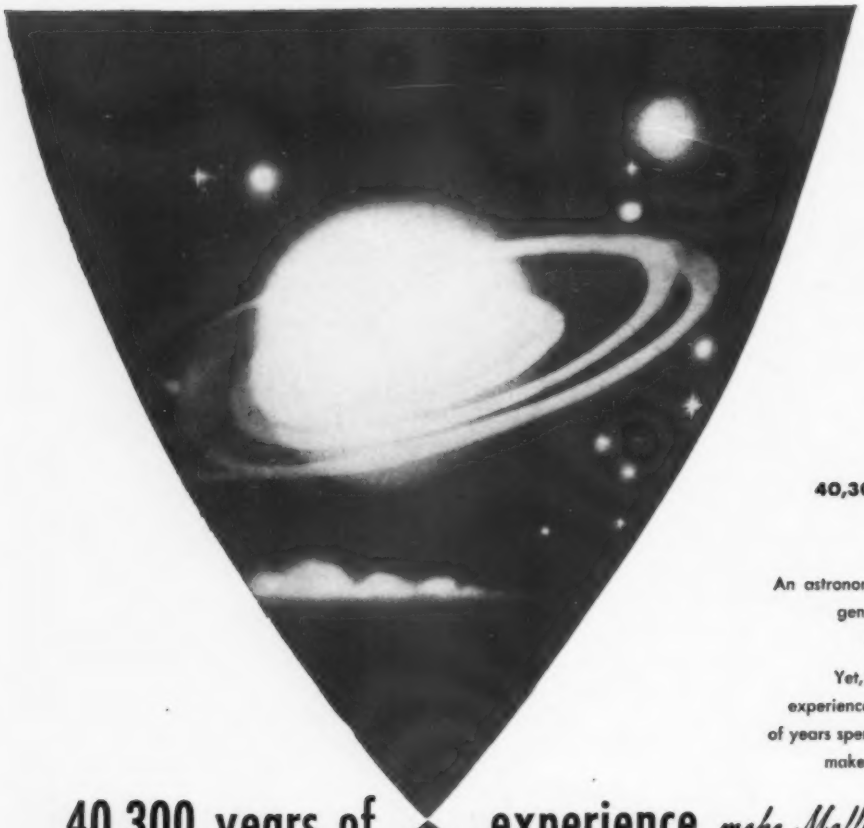

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An astronomical number of man hours over four generations have expanded and improved Mallinckrodt research and production.

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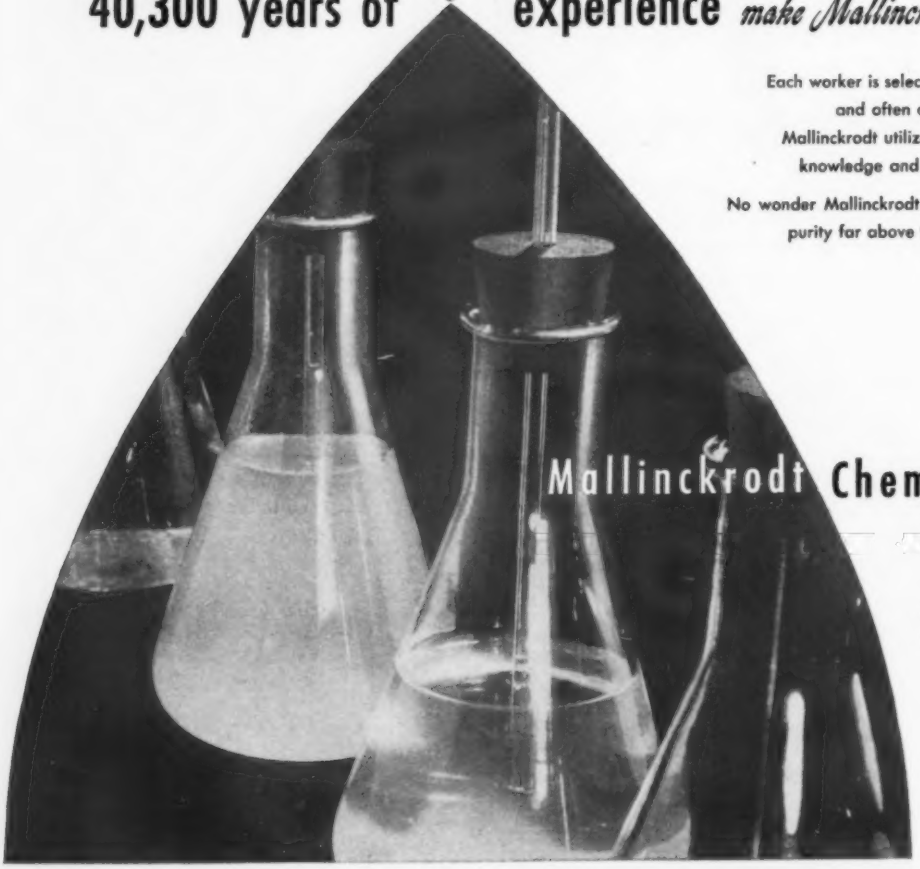
40,300 years of experience *make Mallinckrodt Chemicals pure*

Each worker is selected on the basis of high standards and often of previous experience in his field. Mallinckrodt utilizes in the aggregate this wealth of knowledge and skill to guarantee quality to you.

No wonder Mallinckrodt chemicals represent a degree of purity far above the accepted standards of "pure." No wonder everyone who wants the best specifies Mallinckrodt.



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"J. P., Meet my boy — He's practically grown up on Beedle's Vitamins!"

KEEPING POSTED

Synthetic Detergents and Soap

SYNTHETIC detergents, which have made their way into this industry in the manufacture of cosmetics including hair preparations, tooth pastes and other products, are moving ahead rapidly as competitors of soap. According to George L. Parkhurst, president of Oronite Chemical Company (subsidiary of Standard Oil Company of California) it has been estimated that the current market for synthetic detergents is approximately 250 million pounds per year, with a market predicted for a few years hence in the range of 500 to 800 million pounds per year. Mr. Parkhurst gives his own estimate for synthetic detergents as a group a few years hence as reaching and quite probably substantially surpassing a volume of one billion pounds per year.

Synthetic detergents have had their greatest success in competing with soap in hard water areas, and these areas should continue to be the most important markets for these materials. Synthetic detergents have never competed on an important scale with soap in soft water areas when soaps were freely available. However, future developments in the synthetic detergents through research, and steadily declining prices which should follow increased production might well make these products still stronger competitors of soap for all uses in all areas of the country as well as for export.

All About Cancer

SOUNDS like quite a broad statement that everybody hopes will prove true, but Elmer Bobst president of William R. Warner & Co., and national chairman of the American Cancer Society campaign for $12,000,000, was recently quoted as saying that under the present accelerated research program "we will know all about cancer in five years."

Aromatic Chemical Tariffs

FOLLOWING up our article of last month on the opposition to reduction of tariffs on aromatic chemicals, we now report that Dr. Eric C. Kunz, president of Givaudan-Delawanna, Inc., has since made an eloquent plea for protection of the aromatic chemical industry before the Interagency Committee for Reciprocity Information. Dr. Kunz stressed the importance of the industry by telling of the tremendous contributions to the war effort, and he cited the enormous production of benzyl benzoate for the Armed Forces, menthol and thymol for pharmaceuticals, ionones for synthesis of vitamin A, phenyl acetic acid for penicillin production, and various chemicals for mildew-proofing, insecticides, and other industrial uses. Dr. Kunz pointed out that in 1936 the tariff on the major synthetic items of the industry was cut in half, and that new proposals were being considered to cut the present tariff in half again, thus leaving the industry without any effective protection. He stated that the industry needs protection because it is producing a large number of aromatics, some two hundred or more, rather than a few commodities. Since the products of the industry must be of exceptional purity and high odor quality, an inordinate amount of labor is required for their production. Labor in this country, said Dr. Kunz, earns from four to ten times as much as does the workingman in countries having competitive industries. Because of chaotic conditions abroad, with regard to political situations and to currency values, comparative cost sheets cannot be properly examined, and therefore, now is not the proper time to fix tariff rates.

Protect Our Chemical Industry

SURVIVING chemical plants in eastern Germany, in themselves, give Russia's chemical industry a capacity approximating that of pre-war Germany, according to Francis J. Curtis, vice-president of Monsanto Chemical Company.

Testifying before an interdepartmental fact-finding panel in opposition to lowered tariff on certain chemical commodities, Mr. Curtis declared that Russia's "inherited" chemical plants pose a severe threat to American security.

He pointed out that I. G. Farben, comprising at least 75 per cent of Germany's technical industries, expanded its tonnage output during the war over 90 per cent, and continued:

"Permanent war damage is not as great as many would like to suppose because relatively few of the

larger plants were bombed and chemical process equipment was difficult to destroy."

Mr. Curtis, who immediately after V-E Day inspected many German chemical plants as a technical consultant for the Chemical Warfare Service, told of having visited mile-long installations in which not a single pane of glass was broken. He said more than 42 per cent of the Farben plant capacity at the war's end was in the Russian zone, with the balance of Germany's privately owned chemical industry similarly distributed.

"Thus," he explained, "in addition to her own expanded industry, Russia had inherited large chemical plants which, because of geographical locations, suffered less from England-based heavy bombers than did those other zones."

Along with buildings and machinery and equipment, he testified, the Russians also captured German technical personnel with which to operate. He declared all these facts point to the conclusion that the Russians control a modern chemical industry in their zone approximately as large as German per-war capacity.

"State trading, slave labor, currency evaluation and other ruthless foreign trade practices are a threat of excessive and destructive imports in this country," Mr. Curtis warned.

He expressed the opinion that Russia's position in the world chemical economy has been further strengthened by its recently concluded trade agreements with satellite countries.

Stabilization at Wholesale

STABILIAZTION of prices at wholesale appears to be improving as more manufacturers in this industry are issuing fair trade contracts covering wholesaler sale prices. In a single bulletin of the National Wholesale Druggists' Association we read that manufacturer-wholesaler contracts had been issued by the following firms: F. W. Fitch Co.; J. B. Williams Co.; Pacquin, Inc.; Solon Palmer; Grove Laboratories; Wyeth, Inc.; and Du Pont.

Depilatory Patent Upheld

A MOST important decision covering a patent for a depilatory was handed down early this month by Judge W. C. Coleman in the U. S. District Court for the District of Maryland. The decision covered the use of mercaptans (thioglycolic acid and thioglycerol) in an odorless depilatory, and upheld Patent No. 2,352,524, invented by Ralph L. Evans, and Everett G. McDonough, and owned by Sales Affiliates, Inc. The patent was ruled to have been infringed by the depilatory product, "Sleek," made and distributed by Elizabeth Arden, Inc., and sold by Hutzler Brothers Company of Maryland; and also by the depilatory product "Nair" made and sold by Carter Products, Inc., manufacturer of "Arrid" deodorant. The decision entitles the patent owners to injunction against further manufacture, sale, or use of the infringing depilatories and refers the case to a special master to determine the amount of profit and damages to be awarded to Sales Affiliates. Other similar depilatories already licensed under the patent in litigation are "Imra," sold by a subsidiary of the Schering Corporation, and "X-Bazin," sold by Hall & Ruckel.

Cosmetic Research

"ONE quarter of a million dollars has been appropriated for the Richard Hudnut companies and associated cosmetic concerns to use in 1947 for research in the cosmetic field," stated Elmer H. Bobst, president of the William R. Warner Co., on the occasion of the seventh anniversary of the DuBarry Success Course. Stating that the cosmetic preparations of Hudnut are being evolved and developed by the same scientific research methods used by the William R. Warner Co. in producing medicinal products, Mr. Bobst said that "it is our purpose to tek the frivolousness and empiricism out of the cosmetic business."

"We have gathered together a fine organization of well-trained scientists who are presently engaged in intensive investigation of all types of cosmetic preparations for the purpose of finding new and better ingredients," he said, "and we are determining which products and ingredients are most acceptable to the skin and its appendages, which cause allergic reactions, and the bases of these reaction." There are still many beauty problems that only science can solve, said Mr. Bobst, including the discovery of "why hair will grow profusely on one part of the scalp and completely disappear from another part, in the same individual. "To this end," he said "our scientists are studying the hair to find out what substances besides keratin enter into the composition of the hair and how they are utilized by the body in maintaining the integrity and health of a good head of hair."

Doubtless there is much to be accomplished in the cosmetic industry by way of research and intelligently planned research has been woefully lacking and confined to all too few companies in the industry. However, we do not believe that the time has as yet arrived at which science and research can fully replace the glamour appeal which is responsible for such a high percentage of the sales of cosmetics.

Drugs in Europe

ACCORDING to the FWDA weekly bulletin, an aspirin tablet costs $1.50 in Vienna. The Office of Pharmaceutical Information reports that although aspirin, cold tablets, sodium bicarbonate and other mass-produced drug items are being shipped into Europe in vast quantities by UNRRA, the demand is so great that prices are fantastic.

Perfume Materials Still Scant

THE improvement in essential oil supplies during 1946 replenished some of the bare stocks and restored to the trade a number of oils and absolutes which prior to the war came from the Far East and Europe. But the carry over of inventories at the close of last year reflected continuing shortages and limitations. Demand in this country was maintained in good volume and the backlog of requirements of manufacturers absorbed most of the gain.

Indications point toward a high level of buying in 1947, and the improvement expected in foreign materials, resulting from better shipping conditions and freer availability, suggests a larger supply this year.

Europe Wants Goods Now

A WARNING that unless American industry—regardless of the domestic situation—immediately exports as much goods as possible the United States is going to find itself completely out of the world export trade picture when the present honeymoon of selling is over, has been sounded by David G. Hoyer, vice-president of John Powell Export Corp., and John Powell International, Inc., following a three-month business survey of Europe. His conclusions are based on talks with hundreds of business men, government officials, and plain citizens all over Europe.

"After being in almost every country in Europe," said Mr. Hoyer, "my message to every American exporter who wants to stay in business is that Europe needs goods badly. Europe wants American goods. They want everything the U. S. can manufacture. They like American goods and they like to do business with Americans. But many European business men are disappointed and disgusted with the treatment they are receiving from American firms. They place orders here, receive confirmation of orders, make plans based upon the execution of these orders and in the end get no goods. It goes without saying that if the U. S. wants overseas business, fair play and consideration have got to be placed above all else. This will lead not only to mutual benefit in commerce but also to a better understanding among the nations of the world. And Heaven knows we need that."

Treasury Estimates Cosmetic Sales

ACCORDING to Washington sources, Treasury estimates, recently complied, anticipate a drop of 70 million dollars in retail sales of taxable cosmetics for the fiscal year starting July 1, 1917, and ending June 30, 1948. If the Treasury Department is basing its estimates on this sort of figuring, we think they are going to wind up rather short of cash. It is our considered opinion that if the present tax of twenty per cent is not lowered or eliminated altogether, the drop is going to be much greater than the Washington brains anticipate.

Dermatology and the Pharmacopoeia

THE USP Subcommittee on ointments and related preparations is preparing an extensive review of the professional requirements of dermatologists. This review is to be used as a basis for a USP research program during the next few years in which both clinical and pharmaceutical phases of dermatologic therapy will be critically studied. The notable advances in dermatologic treatment due to the discovery of new therapeutic agents, the necessities of war, and the development of improved ointment bases and other vehicles, compel a thorough restudy of the entire field, it is said. The Subcommittee recently held a conference with an advisory group of specialists in dermatology.

Research in Cosmetics

HARRY HILFER, of Lucien LeLong, Inc., in a speech at the technical conference of the Chicago Section, American Chemical Society, reported the "scientific approach to cosmetic manufacture has been adopted by some companies, which try new cosmetic preparations out on rabbits and guinea pigs to determine their physiological effects before they are placed on the market, and to guard against any danger of products causing toxic or allergic reactions."

The need for chemical research of all types in the cosmetic industry has been greatly increased in recent years, Mr. Hilfer said, because women have become more exacting in their cosmetic requirements and also because a vast new field has been opened up by the introduction of many synthetic materials, which make possible a wide diversity of new creams, lotions and other preparations. It is the chemist's responsibility, he stated, to find out which materials are best suited for specific functions.

The scope of the cosmetic chemist's various duties are so wide in the industry, Mr. Hilfer asserted, that he needs to be something of a chemical engineer and a stylist, as well, because he is responsible for a product from the time work is started in the laboratory until the final packaging and it is shipped to the sales outlets.

Sulfa Drugs Offered

APPROXIMATELY $750,000 worth of sulfa drugs, including sulfathiazole, sulfadiazine, sulfanilamide, sulfaguanidine, and sulfapyridine, in powder and tablet form, is being offered for sale at fixed prices by the War Assets Administration.

Brochures listing quantities and prices are available at WAA offices. The offering includes a special listing of sulfanilamide powder and tablets, sulfaguanidine tablets and sulfadiazine tablets to be sold only to export buyers. Because labeling was for the armed forces and does not conform to the FDA. Purchases are required to sign certificates that drugs in the special listing will not be distributed in this country.

Bottle Price Readjustments

THE large producers of glass containers have made readjustments in their price schedules, which readjustments have resulted in lower prices for pharmaceutical glassware. It appears that, heretofore, prices of glass containers varied as to industries in accordance with some arbitrary relationship between the various industries' margins of profit and what they should be expected to stand in the cost of their containers. Cheap products, such as household ammonia for example, paid lower prices for bottles containing the same amount of glass, than drug and pharmaceutical manufacturers did. The prices were based upon the use to which the particular container was put. Now this has all been changed, and, for the most part, the prices to all industries are the same for the same type or same weight of container. The aim of the manufacturers is to base prices on the same percentage of profits no matter what use the containers are put to. Such a change seems very sensible on the face, but there might be a more compelling reason why the large companies should desire such a change. Under the old system of pricing, a small glass container manufacturer could choose to make only those lines of containers which carried the larger profit, and therefore, could realize an excellent profit even though they cut prices in competition with the larger manufacturers.

A Billion in Cosmetics?

SOME time ago the president of one of the largest cosmetic manufacturers stated in a speech that the cosmetic industry was now selling one billion dollars worth of its products a year to the public. This was a somewhat over optimistic statement because all statistical estimates have fallen considerably below this figure. Our own estimates which we have published in a chart in each issue of this magazine for over 15 years and which we consider reasonably accurate, because it was started on a sound statistical foundation and has been checked each month with authentic figures, showed a volume last year of $850,000,000. But the industry has been working toward a billion dollar annual volume and there has been speculation and real hope that this figure might be reached within five years. That this is not too far-fetched an ambition is suggested by some figures issued by the Bureau of Mines last August. In this they state that in 1945 Americans spent for jewels and baubles $1,200,000,000.

Automatic Cosmetic Production

COSMETIC manufacturers have not as an industry been particularly alert in adapting new manufacturing methods. Even during the depression when consumer demand switched heavily to the low priced, volume products of the industry and when competition became very severe there seemed to be no active demand for new methods or new equipment which would either speed production or cut costs of operation. Such technical developments that appeared in the factories were largely through the efforts of equipment manufacturers, and in such machines as the mikro-pulverizer, which could be purchased as a unit.

The story goes that a large cosmetic manufacturer, favorably known for the volume and the prestige of his brand, but not so favorably known for his factory methods, when told by a production engineer that he could save $100,000 a year by factory modernization remarked, "But what would I do with the money?" Another large manufacturer whose operation, in spite of very large volume, was still almost entirely by hand labor was want to remark with a very benevolent expression to the automatic machine salesman, "Certainly your equipment would save us a tremendous amount of money, but if I bought your machines most of these hundreds of girls who have always depended on this company for a living would have to be fired and might not be able to get other jobs." This always left the salesmen baffled and rather uneasy, but it was only a little later when the minimum wage law was passed that a cynical observer would have noticed that this company quickly converted to automatic machinery.

The last few years, with the accumulated talk of American production genius, a change has certainly been taking place in the cosmetic business. A few of our manufacturers have no reason to fear a comparison of their production methods with the factories of any other industry, but there are still many manufacturers who seem to be blissfully or callously unaware of the changes that are taking place in production methods and of some of the changes that may well revolutionize the economic status of some of the products in this trade. The lipstick will probably illustrate better than any other cosmetic the range that is possible in production methods in the industry, from the fully automatic to the ancient hand operation. Most of this equipment research seems to be going on within the industry itself, rather than among the machine manufacturers, at least within this one particular field.

We hear that several companies are in various stages of complete automatic production of the lipstick. We understand that one manufacturer is automatically feeding the lipstick mass into a large, circular, multiple mould, that in this mould the lipstick is being chilled, automatically ejected, flamed and inserted, and made fast in the lipstick holder, so that two girls, one to watch the machine and one on the final inspection, can handle 30,000 sticks a day. We are not sure of our figures, since obviously these are just tentative reports, but we understand that this same production under old methods would require at least 38 girls.

Wafer St. and Butler Lane

IF ANYONE who makes or uses chemicals visits Charlestown, S. C. and has occasion to walk through the section where the Industrial Chemical Sales Division, West Virginia Pulp & Paper Co. is building their new chemical factories and factory additions, they will find themselves on familiar ground. That new avenue they are walking on they will notice is called Wafer Street. Crossing it is Butler Lane. Other familiar names will appear as they stroll on.

This is the first case that we know of where the production end of a large enterprise showed their appreciation of the sales force in this clear and permanent way. It may be that these fellows who are producing the chemicals figure that it would be only fair in return, for Joe Wafer and Jack Butler and the others to make sure that these new streets remain busy, thriving thoroughfares.

Drug Manufacture Expansion

PRODUCTION problems may be somewhat eased this year. With the prospect of improved supplies of raw materials along with major plant expansion—either projected or just completed—the drug and pharmaceutical industry should exceed the record of 1946. Sterling Drug has increased the capacity of its Phillips and Bayer divisions, as well as its research facilities. American Home Products has a $15,000,000 expansion program under way. Abbot Laboratories has added to the plants at North Chicago. Sharp & Dohme has leased additional facilities at Philadelphia, and Park, Davis is building a new $3,800,000 antibiotics plant. New streptomycin and vitamin facilities have been completed by Merck, which is also engaged in $1,400,000 additional expansion. Squibb, Bristol-Myers and Norwich Pharmacal are also engaged in expanding capacity.

T. G. A. Retains Washington Lawyers

THE Toilet Goods Association has retained the firm of Hamel, Park and Saunders, Washington, D. C., as counsel for the Association in the Nation's Capitol. Mock & Blum, New York, continue as general counsel for the Association, and Gail B. Selig, Los Angeles, as Pacific Coast counsel. This is the first time that the Association has direct representation of counsel in Washington.

A Better Census—We Hope!

NOW that Congress has a great deal more confidence in the statistics of the Department of Commerce than it appeared to have last year, there is a strong possibility that the first census of manufacturing and distribution since 1939 will be authorized.

It is to be hoped that this new census will show a very much more favorable picture of the cosmetic business than the one of 1939, not only for the personal satisfaction of the members of the industry, but for any influence these statistics may have on such government action as an appraisal of the industry for such things as the excise tax. Anyone checking over these 1939 figures would not be very much impressed by the cosmetic industry as an important factor in American business, either from the view-point of the number of people employed, the number of establishments or the value of the products. Perfumes, cosmetics and toilet preparations ranked 175 in this total group of 177 industries on the basis of the number of wage earners and was superior in this respect to only two industries, that is ophthalmic goods and mirror and glass products. The cosmetic industry is credited in this last census with only 10,363 employees. On the other hand, candy ranking 35th among all these industries, is credited with 49,740 wage earners.

Since 1939 everyone in the industry knows that cosmetics have enormously expanded in volume. But probably many of these other industries have had a substantial expansion, so that it will be interesting to see whether the new census will somewhat advance cosmetics from nearly the bottom of the list in the number of people employed. Probably the cosmetic business suffers more than most other industries in the census classification, in that a large part of its volume is produced by other types of manufacturers and, therefore, doesn't appear in this particular classification. Our own estimates show that more than twice this number of wage earners were actually engaged in the production and manufacture of cosmetics in 1939 but were employed by companies such as pharmaceutical, and therefore listed in another branch of the industry.

From another view-point, this is also an unfair picture when anyone is considering the economic importance of the cosmetic industry. Over a year ago, we estimated the number of people who owed their employment entirely to the cosmetic business. This included fulltime sales clerks in cosmetic retail departments, cosmetic salesmen and an estimation of the number of people employed full-time on cosmetic supplies such as boxes, bottles, cans, advertising material, advertising agencies, etc. and estimated that if cosmetic manufacturers suddenly closed their doors more than 200,000 wage earners would be out of work.

Legal Poetry

THERE is no drier or more depressing use to which the English language can be put than the legal document. Yet frequently in judicial decisions there appears a phrase so revealing of the whole truth that it has a poetic beauty worthy of Keats or Shelly. Some years ago in a trial which involved two members of this industry, the judge bluntly told the plaintiff that he had come into court with "unclean hands." We never dared print that decision because we knew that some of the intellectuals in the trade would conclude that this poor guy was being scolded for not washing his hands, and that he might even be identified in the future trade discussions as "dirty fingers." In a Federal Court a few weeks ago, the judge, upholding the validity of a very important cosmetic patent used the phrase, "flash of creative genius." We see no need for reticence in identifying the recipients of this legal poetry: we think they deserve it. They are Everett McDonough and Ralph Evans of Evans Chemetics, Inc.

More Glass Expected

THE glass industry which has been forced to curtail its production because of the soda ash shortage, may be able to increase output to some extent before the end of 1947, since there are indications that soda ash will be in more plentiful supply by the middle or the end of the year.

The estimated soda ash output in 1946 was 4,200,000 tons. This was approximately 40 per cent higher than the 1939 production of 2,960,000 tons, but slightly less than the 1945 production.

Tin Can Allocation

THE American Can Company, has presented its plan for the allocation of tin plate in 1947. Based on "historical usage" of containers, the plan offers customers nine alternatives in determining the base on which their quarterly allotments of tin plate are to be figured.

Since there will not be sufficient sheet steel produced this year to meet the full metal container requirements of all manufacturers of packaged products, this method of allocation has been found necessary. New tin plate facilities now under construction will not be completed in time to help manufacturers this year. In addition, industries served by American Can have increased their demand for metal containers approximately 25 per cent from 1941 to 1947.

D. W. Figgis, who outlined the plan before representatives of nine major trade organizations, said customers can have their choice of one of four base years for estimating the amount of plate they are entitled to in 1947. The sales staff of the company is engaged in ascertaining from each customer the alternative he prefers for his own business, and what his volume quota will be when determined under this alternative quota.

Watch Out for This One!

SENATORS Fulbright and Taft have introduced a bill in Congress for the creation of the Department of Health, Education, and Security, which would be headed by a Cabinet Secretary. The Department would be divided into three divisions, the first of which, the Division of Health, would be under the immediate supervision of the Under Secretary for Health who would have charge of the health functions and activities of the Department. The bill provides that he shall be a doctor of medicine licensed to practice medicine or surgery. This bill threatens the continuance of the Food and Drug Administration as an independent integrated unit. It would put the industries regulated by the FDA under the supervision of a medical doctor, who would exercise control over all policy considerations and approve and promulgate all regulations.

Does the FDA Control the Final Sale?

Decisions of Lower Federal Courts Lead to the Conclusion that Goods Which Have Once Moved in Interstate Commerce Can Be Seized Even from the Ultimate Purchaser or Consumer.

COMING to light in the enforcement of the Federal Food, Drug, and Cosmetic Act is the belief that the authority of the Food and Drug Administration extends further than the sale of goods in interstate commerce and actually extends to any sales of goods in intrastate commerce that might follow an interstate sale. As a matter of fact, cases which have been decided in the lower Federal courts, but which have not yet been reviewed by the higher courts, lead to the conclusion that goods that have once moved in interstate commerce can be seized at any point along the line even from the ultimate purchaser or consumer.

The Sullivan case is one instance of the court deciding that the control of the Food and Drug Administration extends to retail sales. In this case, which is now being appealed to a higher court, a bottle of 1,000 sulfathiazole tablets was shipped in interstate commerce from Chicago to Atlanta, where a distributor sold it in intrastate commerce to Sullivan, a retail pharmacist in Columbus, Georgia. In its interstate shipment, the bottle was properly labeled under the regulations exempting a drug from the requirement for adequate directions. It was labeled for use only by or on prescription. Its labeling also contained a warning that the drug might cause toxic reactions in some individuals.

From the bottle, Sullivan made two sales, over the counter, of twelve tablets each, which he placed in boxes under labels which bore only the name of the drug. The Government charged that the drug as repacked and sold did not bear adequate directions for use and warnings as required by the Act, and that removal, repacking, and disposing was an act done while the article was held for sale after shipment in interstate commerce which resulted in the tablets being misbranded. Sullivan was found guilty, fined $200 and placed on probation for two years. The appeal is now pending in the Circuit Court of Appeals for the Fifth Circuit.

Beside the provision of the Act regulating labeling under which this case was prosecuted, James F. Hoge, Counsel for the Proprietary Association, recently stated at the meeting of the Section on Food, Drug, and Cosmetic Law, of the New York State Bar Association, that "the legislative design to extend the Federal authority to its fullest extent and to control the labels on goods being offered for sale to consumers is borne out by other provisions of the statute. The Act penalizes the refusal to permit access to or the copying of records in interstate shipment; the refusal to permit factory inspection; the giving of a false guarantee; the forging, counterfeiting, simulating or falsely representing, or without proper authority using any mark, stamp, tag, label or other identification device required by certain regulations promulgated under the statute; the using of any representation in labeling or advertising that an application with respect to the drug is effective under the new drug section."

Mr. Hoge stated further:

"If the holding in the Sullivan case is upheld, it should be determinative of numerous questions of jurisdiction between the Federal government and the state and local authorities with relation to drugs which are shipped in interstate commerce. Under the language of the Court's opinion, a law, regulation or ordinance of a state or local government which conflicts with the labeling requirements of the Federal Act would be invalid if it has reference to goods which are offered for sale after they have been shipped in interstate commerce. And that would seem to be so even if the product may have been sold several times in intrastate commerce after completion of interstate shipment. The

Court said: 'It is apparent that Congress intended to preserve the integrity of the labeling of an article that had been shipped in interstate commerce until it reached the consumer, even though the article was no longer in interstate commerce'."

With reference to the final limit of the extension of the authority of the Food and Drug Administration, that is, when the product is in the home of the final purchaser, Vincent A. Kleinfeld, Head of the Trade and Consumers Unit, Administrative Regulations Section, Criminal Division, Department of Justice, stated at the meeting referred to above, that with regard to "whether an article that is adulterated or misbranded when introduced into or while in interstate commerce may subsequently be seized in a home where it is being held for the owner's personal use, the statuatory language is clear. Contraband articles are subject to seizure while they are 'in interstate commerce, or at any time thereafter.' There are no stated restrictions on the exercise of this authority'."

And Mr. Kleinfeld stated further:

"The practical necessities which impelled Congress to authorize seizure of illicit articles after their shipment in interstate commerce has also been recognized by the Supreme Court. These decisions do not hold that the power of Congress with respect to such articles is limited to providing for their seizure while they 'remain unloaded, unsold, or in original unbroken packages.' This quoted restriction had been imposed by the language of the 1906 statute and not by the court. The 1938 Act removed such restriction by authorizing seizure of a contraband article while in interstate commerce, 'or at any time thereafter.' The purpose would seem clear —to authorize the seizure of a contraband article after its interstate commerce had ceased, regardless of where the article is or whether it is 'unloaded, unsold, or in original unbroken packages.' The Congressional design appears to have been not only 'to extend federal control in this field throughout the farthest reaches of the channels of federal authority'."

A case now on appeal before the U. S. Circuit Court of Appeals for the Ninth Circuit, was decided against the Food and Drug Administration in the U. S. District Court for the District of Oregon. In this case the district judge dismissed a libel for condemnation action instituted against a device which was in the possession of its owner in his home, where it was being held for his personal use. The District Court held, notwithstanding a stipulation that the article had been shipped in interstate commerce in a misbranded condition, that the seizure of the device from the claimant's home would be in derogation of his rights under the Fourth Amendment, and apparently under the Fifth Amendment, to the Constitution. With reference to this situation, Mr. Kleinfeld said:

"The Fourth Amendment does not denounce all seizures, but only such as are unreasonable. It is to be construed in a manner which will conserve the public interest as well as the interests and rights of the citizen. It was recognized in Gouled v. United States that there is a 'primary right' to search and seizure which 'may be found in the interest which the public or the complainant may have in the property to be seized, or when a valid exercise of the police power renders possession by the accused unlawful and provides that it may be taken.' Most of the relevant decisions deal with, and condemn, the attempted use as evidence in a criminal case of documents or contraband articles illegally taken from the premises of the accused.

"However, it does not appear that the Fourth Amendment was designed to provide a refuge for the protection of articles of contraband. A distinction is always made between a situation where 'the government is entitled to the possession of the property' and a situation where it is not. Clearly, it is the design of the Federal Food, Drug, and Cosmetic Act to place misbranded or adulterated food, drugs, devices, and cosmetics in the same category as stolen goods, counterfeit coin, lottery tickets, and illicit liquor. It would seem that by providing for their seizure and forfeiture at any time or place, as an appropriate means of enforcement, the Act is declaring that the government's right to their possession is superior to that of any person, including their owner. The fact that an illicit article may be found in a private dwelling does not change its character or the nature of the proceeding. It would appear that the Fourth Amendment is designed to guard only against arbitrary and unreasonable seizures which invade rights in legitimate property, and not to convey to a contraband article an immunity from seizure.

"The problem remains as to whether the application of the seizure section to misbranded or adulterated articles in a person's home, where they are being held for his own use, is in contravention of the Fifth Amendment. The doctrine has been continually reaffirmed that, within its recognized authority, Congress may adopt such measures, having reasonable relation to the end sought, as it may deem necessary to make its action effective. The Fifth Amendment imposes no greater limitation upon the national power than the Fourteenth Amendment on State power.

"The Supreme Court has held that, although the use of property is normally a matter of private and not public concern, property rights are not absolute, for 'equally fundamental with the private right is that of the public to regulate it in the common interest.'

"It may be maintained that the seizure of a misbranded drug or device will interfere with the right of an individual to select his own manner and means of treatment. But a ban on the transportation itself constitutes an interference. In both instances, however, the interference would seem to be incidental. Acts innocent or not in themselves subject to regulation are often restricted as an incidental result of the legislative choice of appropriate means to make the regulation effective. Admittedly the seizure of any illicit food, drug, device, or cosmetic restricts the rights of all those who would choose to use the article, but this is no valid objection. The liberty safeguarded under the Constitution is not an absolute or uncontrollable one."

Planting spearmint roots in Michigan. All photos courtesy of A. M. Todd Co.

THE SPEARMINT MARKET

• By and large, oil of spearmint is not an important essential oil. That is to say, it is not of prime importance to very many consumers, but to a very few it is all important. Whereas the peppermint oil crop for the past year is estimated at 1,219,000 pounds, which is about 106,000 pounds less than the crop for the previous year, the spearmint oil crop for the past year is estimated at only 261,000 pounds, which is about 15,000 pounds less than the crop for the year before. However, due to importance of the oil to certain consumers, the price has been very high, being quoted at $13.25 per pound in the country, which means a price of about $14.50 per pound from the dealers. Recently there has been a softening of the price in the New York market as some dealers are anxious to get out from under these high prices seeing no strong demand for a while ahead.

Perhaps the outstanding user of spearmint oil is the Wrigley Company who use it in their spearmint gum. When anyone thinks of Wrigley's chewing gum, they immediately think of spearmint. Naturally the Wrigley company always has on hand a large inventory of spearmint oil against future requirements to guard them-

Cultivating spearmint in Michigan.

selves against crop failure, extremely high prices, and other contingencies. It is understandable that Wrigley cannot be without plenty of spearmint oil. Another large user of spearmint oil is the Bristol-Myers Company, who use it in the flavoring of Ipana tooth paste. And since Ipana is generally conceded to be the largest selling tooth paste, Bristol-Myers is far and away the largest consumer of spearmint oil in this industry. Naturally these large consumers buy their main supplies direct from the country, it being reported that Wrigley contracts in advance for the output of certain acreage. But after these consumers are satisfied as to their requirements, only a number of small consumers are left to buy the rest of the oil from the dealers. So it can be seen that as far as the essential oil industry is concerned, spearmint does not begin to rank in importance with such other flavor oils as lemon, orange, peppermint, and so forth.

There are those in the essential oil industry who state that the high prices of spearmint oil are the result of manipulation by the factors in the country, and there are those who say that the oil is becoming more popular and therefore is in greater demand. Those who claim an increasing popularity for spearmint oil claim that the manufacturer of another popular tooth paste which was for a long time the leading seller, but which

(*Continued on page 267*)

Loading the vats in the field.

Transporting the herb to the vat for distillation.

The spent herb being removed from the still.

RUTIN (VITAMIN P)

By J. SCHULTZ, Ph.D.*

RUTIN is a medicinal which will soon find its way into the drug armamentarium of every physician. The story of rutin is the oft-repeated tale of ceaseless effort on the part of chemists and pharmacologists in various countries: failures, erroneous leads, and ultimately the solution.

It was Szent-Györgyi (of Vitamin C fame) and Rusznyak, who, in a publication[1] in Nature in 1936, first provided the important clue, that weakened blood capillaries (or capillary fragility) could be strengthened in certain cases by the use of an extract from red peppers or citrus fruits. Capillary fragility is the term used to describe the condition in which the walls of the blood capillaries become weak, thus permitting the blood to permeate the surrounding tissues in the form of a hemorrhage. It has been noted that persons with increased capillary fragility are especially predisposed to apoplexy and retinal hemorrhage.[2] At present there is no physiological explanation for capillary fragility.

Szent-Györgyi named the unknown substance present in his extract, Vitamin P because this extract was capable of reducing the permeability of the capillaries. Szent-Györgyi later announced that he attributed the activity of his original extract to the flavone-glucoside, hesperidin, a chemical compound already known to organic chemists. Subsequently it was shown that the activity of the isolated hesperidin was due to an impurity, which impurity is now believed to be a closely related flavanol.[3] Later publications attributed the activity first to a similar material, eriodictin, then quercitrin. It was finally concluded[4] that both hesperidin and eriodictin possessed some activity when administered with Vitamin C, whereas quercitrin was found to be inactive.

It was Dr. J. F. Couch[5] of the Eastern Regional Research Laboratory in Philadelphia who reasoned that rutin, a rhamnoglucoside of structure similar to that of the aforementioned substances, may be active in the restoration of weakened capillaries. In 1943, at the suggestion of Dr. Couch, Dr. J. Q. Griffith of the Robinette Foundation and Hospital of the University of Pennsylvania, demonstrated clinically that rutin is effective in many cases of capillary fragility. Since 1943 over 2000 cases have been studied n order to gather additional clinical evidence.

The ability of rutin to correct capillary fragility is quantitatively measured by the Petechial Index of Gothlin.[6, 7] The maintenance of normal capillary strength is accomplished only by the continued use of rutin, for it has been noted that a discontinuation of rutin results in an increase in capillary fragility. It is also claimed that the effectiveness of rutin is decreased if a Vitamin C deficiency exists.[8]

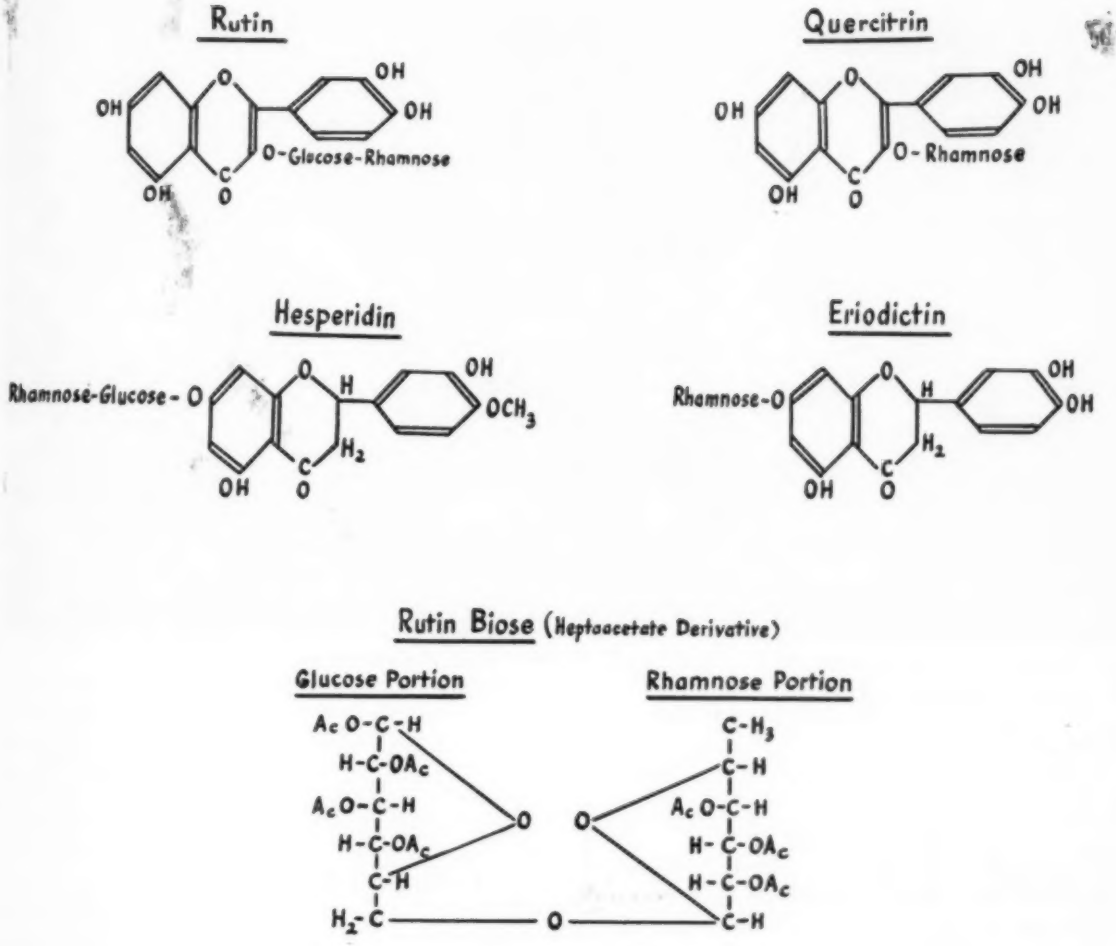
It has also been found that when hemorrhages of unexplained origin occur, the administration of rutin is sometimes of value.[8, 9] It should be noted that rutin is mainly of value in those cases of hypertension which are associated with capillary fragility. Dr. Griffith[2] and co-workers found that of 1600 hypertensives studied, 306 (or 18%) were due to increased capillary fragility. Thiocyanates which are commonly used in hypertension tends to weaken blood capillaries. When such a condition exists, it has been found desirable to administer rutin until the Gothlin Index is normal, after which administration of thiocyanates may be safely resumed.

According to Dr. Giffith,[6] rutin is nontoxic and is administered in doses of 20 mg., three times daily, by mouth, which dosage is increased until the Gothlin test is normal. In most cases a daily dose of between 60-80 mg. is sufficient. A small number of cases were found to require as much as 150-180 mg. per day. The following table lists the results obtained in the treatment of capillary fragility with rutin:

	Percent of Cases
Gothlin Test became normal	75%
" " " borderline	15%
" " " normal but relapsed	4%
" " remained positive	6%

Rutin was first discovered in the garden rue in 1842 and later by Schunk[11] in 1860 who obtained the material from the fresh leaves of buckwheat. Rutin occurs in a great variety of plants such as tobacco, buckwheat, forsythia, elder, eucalyptus, etc. At present buckwheat,[12] remains as the most promising source for rutin. Through the efforts of Dr. Couch[13] and his co-workers, two procedures for the extraction and purification have

*Research Director, N. Y. Quinine & Chemical Works Inc.



been made available using fresh buckwheat or the rapidly dried leaves and blossoms.

1. *Aqueous Process*—This procedure is used on the dried buckwheat leaf meal and utilizes water as the solvent. The meal is extracted with hot water and the aqueous extract is concentrated in vacuo and filtered. Alcohol is added to precipitate proteins and other impurities. The mixture is again filtered, the alcohol is removed by distillation and the crude rutin is crystallized from water.

2. *Alcohol Process*—Where it is desirable to handle fresh buckwheat leaf meal, the alcohol maceration procedure is to be preferred. This process may also be used on dried buckwheat. The alcoholic extract from the maceration is concentrated in vacuo and, on cooling, crude rutin separates and is filtered off. The rutin is dried, washed with benzene to remove fatty impurities and recrystallized from water.

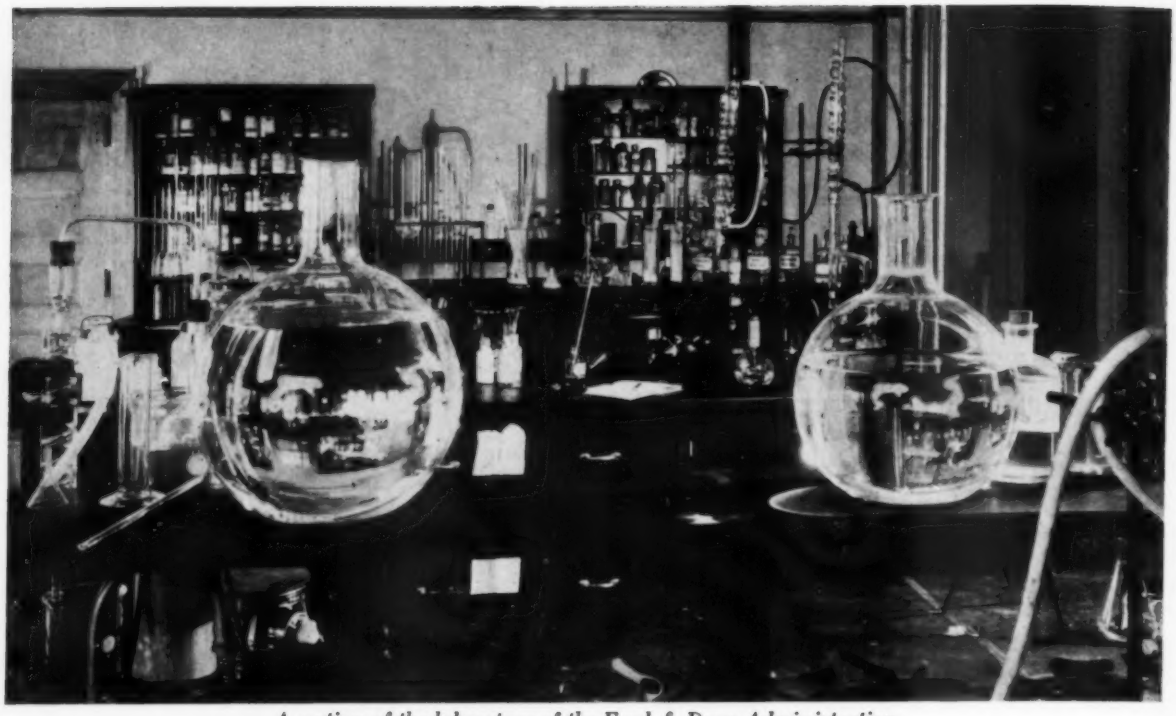
Rutin is a rhamnoglucoside of quercetin and belongs to the general classification of flavonols. Quercitrin is also a flavonol and contains quercetin and the sugar rhamnose, whereas, the sugar portion of rutin is the biose, rhamnose and glucose. Hesperidin and eriodictin are termed flavanones and differ from the flavonols such as rutin and quercitrin, in that the flavanones contain one less double bond and hydroxyl group.

Hot dilute acids hydrolyse rutin[14] to quercetin, rhamnose and glucose. That the two sugars form a biose is proved by the enzymatic splitting of rutin to quercetin and a noncrystallizable biose. The amorphous biose has been converted to the heptaacetate which is crystalline and is identical with a heptaacetate derivative prepared synthetically.

The quercetin portion of the rutin molecule is one of the most wide spread flavonols and occurs in the bark of the American Oak, linked with rhamnose to form the glucoside quercitrin. Quercetin and most of the flavonols have been prepared synthetically as a result of investigations carried out mainly by Kostanecki, Perkin and Robinson.

Although the complete organic structure of the hy-

(*Continued on page 267*)



A section of the laboratory of the Food & Drug Administration.

Must Drugs and Cosmetics Be 100 Per Cent Effective?

By HUGO MOCK*

I HAVE ONE suggestion as to the enforcement of the Food, Drug and Cosmetic Act which applies equally to cosmetics and drugs which I think would be of great benefit to consumers of these articles and to progressive manufacturers of the same. You may consider the proposed change as a somewhat radical one but I think it is in line with governmental standards in other fields. I propose a change in the standards of performance required for drugs and cosmetics as shown in the labelling and advertising of these articles and I think such a change would be fair and reasonable and would greatly promote research and progress in these fields. You can best judge the situation by an analogy in a totally dissimilar field.

The present Securities Act for the protection of the American investor provides very stringent rules for furnishing to all prospective investors full information regarding an offer to sell securities. It has been considered in many quarters a model piece of legislation by requiring the truth, the whole truth and nothing but the truth to be available to the possible investor. But nowhere have the administrators of SEC felt called upon to substitute their judgment for that of the prospective customer or to tell what he should or should not do in the circumstances of a particular offer of securities.

*Abstracted from an address before the Food, Drug and Cosmetic Law Section of the New York State Bar Association.

But in the labelling of cosmetics and drugs quite another standard prevails and I believe much more stringent than need be for the protection of the American consumer. In these rules truth is not the only criterion, but in addition any product offered for a particular purpose must not only be effective in use for a certain percentage of users but the standard seems to be that it must be effective 100 per cent of the time. There are many products offered for the treatment of the skin and for internal use which may be effective in many cases but may not be specific for all cases and, therefore, are not 100 per cent efficient. Some years ago, vitamins in toilet creams and soaps were introduced to the public but due to the action and opposition of Federal authorities such use has been entirely discontinued. No appeal was ever taken from the decision of the trial tribunal and I certainly am not in a position to question the Federal decision but I do say that the manufacturers of these products had a great deal of scientific evidence as the result of research on their part to support the view that these products were effective in many instances. Naturally the action of the authorities discouraged further attempts in this field.

We are living in an era of research and discovery and even a layman can predict in the coming years new wonders in the field of skin research and irradiation, vitamins and hormones and pyscho-somatic medicine. It would not surprise me if the greatest advance would be made as far as cosmetics for beautification are concerned in the field of those products which would be rated both as drugs and cosmetics. I am not making a plea for letting down the bars of any regulations necessary for the health of the consumer. Some cosmetic advertising in the past has transcended both good taste and probability; the copywriter and illustrator has in too many instances let his imagination run unrestrained. But I do think that a standard of accomplishment which we do not expect in our physician should normally not be expected of products which emerge as the result of scientific research and which are honestly presented on their merits. A word of caution is necessary here. Too often, favorable results of research are publicized and glamorized so that the public expects miracles and we are told of the forthcoming revolution in our living which may be expected. It has been more or less so with the vitamins, sulfa drugs, penicillin and other discoveries so that we get a reaction following the first enthusiasm. I can better illustrate my meaning by an example. Dr. Roger J. Williams is a noted biochemist. He is the discoverer of the vitamin known as pantothenic acid. In his book "The Human Frontier"* he says:

> "With respect to the anti-gray hair properties of pantothenic acid, it seems reasonably sure that it cannot be counted on to restore the color of gray hair in human beings in general. In some cases, however it appears to do so, and this is in keeping with our knowledge of individual differences and the fact that in strains of experimental animals which originally are black (rats, mice, dogs, chickens), lack of the vitamin induces gray hair (or feathers) and replacing it in the diet restores the original color . . .
>
> "If we discard all beneficial measures until we find one which will work for everyone there is an enormous waste, and our search for the one may be for something that doesn't exist . . .
>
> "Probably any doctor of long experience could cite, after reflection, a good many examples of medical discoveries, which appeared highly promising at one time but were later completely discarded. How many of these might still be useful for some individuals no one knows, but it seems very likely there has been a large waste because of our general insistence that discoveries to be useful must be applicable to all individuals."

Let 100 per cent truth still remain the criterion both in advertising and labelling, but honest experiment should be encouraged. It is in that direction that progress lies.

*Harcourt, Brace & Co.

SOAPLESS SHAMPOOS: I am interested in obtaining a formula for a detergent soapless shampoo. I intend to use one of the newer synthetic agents as one of its ingredients if possible. If you can furnish me with a lathering shampoo formula I would greatly appreciate same. Brighton.

The foaming or lathering types of shampoos consist of surface active agents dissolved in water-alcohol vehicles or of liquid mixtures of these wetting agents with a sulfonated oil. When it is desirable to increase the viscosity other ingredients are added, such as gum mucilages, the alginates or methyl cellulose, glycerine, fatty alcohols like cetyl alcohol, lecithin and mineral oil. Care is necessary in making such additions both from the standpoint of compatibility and from the possibility of detracting from the efficacy of the surface active agents.

As pointed out by Thomssen in *Soap & Sanitary Chemicals* for April 1946, specific formulas for making such products are rather difficult to present and in view of the many surface active or wetting agents used in making this kind of shampoo, one can only speak in rather general terms. A lot will of course depend on the type and kind of surface active agent used.

In general, the percentage of wetting agent in this type of liquid shampoo may vary from 10 per cent to 75 per cent. The amount of water present, may be from 25 per cent to 90 per cent. Since these shampoos are freezable, it is advisable to add a freezing point depressant like alcohol, glycerine or propylene glycol. This may vary from 10 per cent to 20 per cent. When a sulfonated oil is combined with the surface active agent this may comprise from 25 per cent to 75 per cent of the total percentage of wetting agent and sulfonated oil present in formula. Additions of the thickeners are usually 5 per cent or below. Perfume is added in the proportion of about 8 ounces per 100 pounds of finished shampoo.

RESEARCH AND THE DRUG INDUSTRY

By S. DEWITT CLOUGH*

ANY SUBSTANTIAL progress that is to be made in the world's drug industry, during the forthcoming generation, will depend largely upon the intellect of the American scientist. This staggering responsibility must be accepted individually and collectively by our scientific men. But, further, our educational institutions, our private industries, and our American public, whose understanding of the far-reaching implications of scientific research has improved notably in recent years, must likewise bear a proportionate share of this burden.

This is relatively new responsibility for us. Should we fail to meet it, not only will the American drug industry suffer, but more important, we shall have failed in our responsibility to humanity, to the alleviation of whose suffering we are dedicated.

For many years the important centers of drug research were situated in Europe, particularly in Germany. But even before the war, America was attaining an increasing importance in pharmaceutical research. Now, there is less in Europe in way of personnel, materials, or opportunities whereby research may be prosecuted. England, France, and Russia may, in time, increase their standing in the drug field; but it would appear that Germany, formerly the most outstanding of the European nations in this line of endeavor, will probably never recover her former stature.

As it has been in drug research, so it has been in drug marketing. During this post war period, the United States obviously will make the greatest contributions toward world markets. Here again, if we fail, not only will we be doing great damage to ourselves, but will be defeating the avowed purposes of the medical profession.

Thus, in recent years, partly because of the war, partly because of the "normal" rise and decline of the importance of nations, there has been a significant trend in the geographic localization of the drug industry; a trend which has placed the United States in the favored position. If we are able to maintain that position, it will be largely because there have been other social and scientific trends operative in this country, during the past decade, which make for a greater ability, on the part of our scientists, to cope with their growing responsibilities. It is to be hoped that Americans, and particularly American authorities, will come to realize that although all men might be equal in the eyes of the Lord, they should not necessarily be equal in the eyes of the Draft Board. This revolutionary concept prevented many, though not enough, of our essential and highly skilled industrial scientists from being drafted, certainly after the early patriotic impulses had subsided, and we had settled down into a long and costly war. However, the administrators of the draft law failed to provide incubation of future scientific personnel, and we now face a dearth of scientists which will require years to correct. Meanwhile, the time our nation is losing because we have too few scientists who should have been trained during the war can never be

*Presented before the Medicinal Division Luncheon, A.C.S., September 12, 1946

made up. There have been recent indications of serious danger that scientists in their productive years might now be drafted for post war service, even though their same work was important enough to warrant deferment throughout the war. Fortunately, recent action taken by the National headquarters of the A. C. S. has been influential in making the situation more encouraging.

A most significant trend in recent years, which will aid us in advancing our frontiers as the outstanding nation in the drug industry, is the developing biological or medical consciousness of chemists, physicists, engineers, and mathematicians. Formerly the physical scientists, wearing as they did a pardonable intensity of thought and action, become rather egocentric fellows. But of recent years they have become more conscious of the possibilities offered by applying their findings to the biological and medical sciences. This fortunate alliance has already been shown to be most fertile, and yet the honeymoon has hardly begun. To mention a few of the recent developments: 1) Trichlorethylene, formerly an organic solvent, has been found of value in the treatment of tic, a nervous disorder. 2) D. F. P. (diisopropyl-fluorophosphate), developed during the war as a poison gas, has been found of value in the treatment of glaucoma. 3) B. A. L., the British anti-lewisite gas compound, has found use in the treatment of poison ivy rash and arsenic poisoning. 4) Carbon tetrachloride, used for years as a fat solvent, a cleaning fluid, and as a fire extinguisher, has now been found a most valuable agent in the treatment of various worm diseases. 5) And of course the potential medical uses of atomic energy are so great as to stagger the imagination.

One well-informed radiologist has suggested that there is a definite probability that the use of radioactive materials and neutrons will initiate in our medical procedures a change comparable to that created by the use of X-rays. Whether the effect actually will be of that magnitude, we can not now predict; but that atomic energy undoubtedly will influence medical thought and practice there is at present an abundance of evidence. For example, understanding is now being gained of several of the complex steps of metabolism through the use of radioactive phosphorus and the non-radioactive isotopes of nitrogen, carbon, oxygen, and hydrogen. The use of Carbon 14, which is now procurable in relatively large quantities from piles, makes possible a much more lucid comprehension of the process of photosynthesis, one of the most critical steps in organic functions. Similarly, fundamental animal processes may for the first time be understood through the use of "tagged" radioactive atoms of carbon. No man can predict the impact which this new knowledge of fundamentals will make upon medical and biological sciences. That new horizons will appear is evident.

Similarly, in the field of pharmacology, our developing ability to follow the course and observe the action of drugs, through the use of "tagged" compounds, should enable us to get a blow-by-blow account of exactly where, why, and how drugs act on normal and pathologic tissues.

Already, the field of medicine is responding to the development of radio-elements. Radio-iodine appears to be an effective means of treating toxic goitre. The drug may be dissolved in water, to which it does not impart the slightest taste, and thus may be taken orally. The radio iodine is "trapped" by the thyroid gland, where it bombards and destroys the thyroxin-producing cells with its products of disintegration. The results compare favorably with those obtained by thiouracil or surgery.

Similarly, radio-phosphorus has been found useful in the treatment of leukemia; and radio-strontium has proven its value in the treatment of metastatic carcinoma of the bones. Further, great therapeutic possibilities may be envisaged in our present ability to endow radioactive properties to such metals as cobalt and tantalum. If treatment bombs could be so constructed from these elements, as to give off gamma-rays of high energy value, then there is a good possibility of producing bombs containing hundreds of curies instead of our small bombs of 2-10 curies of radium.

These real and potential applications of physical and chemical sciences to medicine and biology illustrate well a trend of thought that may be observed in many laboratories and among many scientists throughout the country. But other important things have happened in recent years which must surely eventuate in another social and industrial trend, else the potentialities vested now in our physical environment will be overlooked, wasted, or even corrupted by political misdealing. I refer to the fact that our educational institutions have of late and are now being emasculated.

Industry has depended too heavily on university faculties for its supply of technically trained men. Particularly has this been true in the fundamental sciences, chemistry and physics. It has not been uncommon for a $3,000 a year university instructor to materially increase his salary during his first year in an industrial position. This has had a serious eroding effect upon our educational institutions, with the result that second-rate men have now come into responsible teaching and administrative positions. Our future generations of scientists, therefore, must necessarily depend upon these men for their instruction and training. Inferior training will result in men of mediocre ability, who, in the words of Dr. Frank Jewett, "will be going through the motions of genius and producing an end product which, because of their mediocrity, is itself mediocre."

There is no intention here to fix the blame for this undermining of our universities; that it is partially a side-effect of our war effort is obvious. But the real seriousness of this threat to our future storehouse of technical intelligence will become manifest during the forthcoming years, as there continues to exist in industry a "boom" in the fields of research and production.

One of two things *must* happen. And it would be better if they both happened. 1) Education and Industry should come to some equitable agreement whereby Education, the goose that lays golden eggs for industry,

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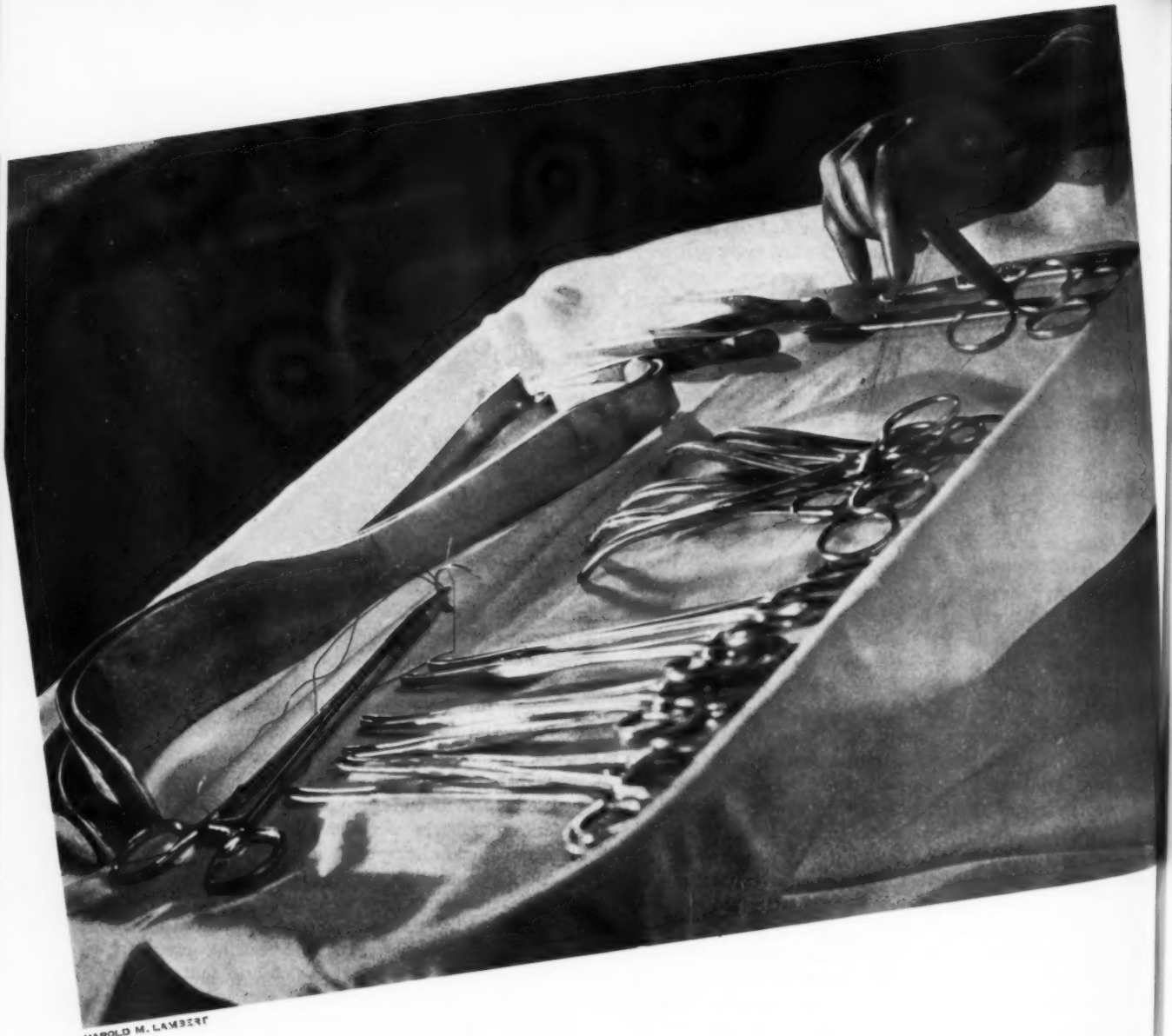


HAROLD M. LAMBERT

Instrument Disinfecting Solutions

By M. A. LESSER

IT HAS been proved that the only way to do a thorough job of sterilizing an instrument is to put it in an autoclave for the required length of time under the proper conditions of heat and pressure. Very often, however, it is not possible or desirable to use an autoclave. In such cases, certain chemical solutions are used for the cold disinfection of medical, surgical and dental instruments.

That there is a growing interest in instrument disinfecting solutions is quite evident in the number of inquiries concerning the preparation and use of such products. Of course it is possible that this interest may have been heightened by temporary shortages of sterilizing equipment. Nonetheless, one cannot overlook the fact that minor operations in the offices of physicians and especially of dentists, to say nothing of

emergency treatments, are frequently performed with instruments treated with various disinfecting solutions. A survey made by Ecker and Smith[1] in 1937 showed that 36 per cent of hospitals were using this method for sterilizing sharp instruments, the temper and edges of which may be injured by heat.

Various workers have proposed standards for the "ideal" instrument disinfectant. McCulloch[2] for example, is of the opinion that the ideal chemical agent would kill any pathogen which might contaminate an instrument; penetrate any tissue debris left on the surface, be non-corrosive to cutting blades and to commonly used finishes; leave no toxic or otherwise objectionable residue upon the instrument, and be transparent. Tainter and his associates[3] feel that, in addition to the requisite sterilizing action, such a solution should contain inexpensive and readily available ingredients and be equally applicable to instruments made of all metals without producing electrolytic or other corrosive effects. Freedom from unpleasant odor and from irritation to the skin are also highly desirable properties.

While an approach to the ideal has been made in a number of instances, as yet no single instrument disinfecting solution has been developed that fully meets all of these requisites. Nonetheless chemical disinfection affords many conveniences such as ease of application, avoidance of heat effects, greater simplicity of the apparatus or equipment required, and, when properly formulated, freedom from corrosion.

The chief limitation of instrument disinfecting solutions is their inefficiency with regard to the destruction of bacterial spores. Even those combinations which are relatively effective in this respect require quite prolonged action in order to kill these resistant bacterial forms. Noteworthy in this connection is the view, expressed by Reddish and Burlingame[4], that a satisfactory sterilizing agent is expected to kill all spores within twenty minutes.

That such results are not obtained with cold disinfecting solutions is evident in Spaulding's[5] studies of seven representative preparations. On the basis of his findings, he pointed out that, "The vegetative forms of bacteria are rapidly destroyed by these chemical agents, even when they are dried in the presence of body protein. If one were dealing, therefore, only with the non-sporulating cell, the chemical sterilization of instruments might be rapidly accomplished with a high degree of safety. Bacterial spores, however, are extremely resistant to physical and chemical factors. When one recalls that the spore of *B. anthracis* will withstand boiling for ten minutes, that of *Cl. welchii* for five minutes, and the tetanus spore from fifteen to ninety minutes, it is indeed not surprising that most of these chemical solutions do not sterilize spore-contaminated blades within eighteen hours." The best results were obtained with formaldehyde-alcohol and borax-formaldehyde solutions, and these preparations also proved to be the least corrosive.

In the light of these and other observations,[6, 7, 8] it becomes evident why the term "disinfecting" is more appropriate in describing many of these chemical agents, rather than the adjective "sterilizing" which implies efficacy in the destruction of resistant bacterial spores. The present consensus of opinion is that chemical sterilization cannot provide the degree of safety afforded by steam under pressure or hot air sterilization, and probably is inferior to boiling for ten minutes. Convenience, notes McCulloch,[2] rather than bacteriological efficiency or surgical safety, is the reason why chemical disinfection of instruments is so commonly employed.

He further remarks that, from a practical standpoint, chemical disinfection of instruments appears to be reasonably successful. However, critical analysis has shown this method to be definitely less safe than proper heat sterilization, although serious contamination of the instruments used in minor surgery is comparatively rare and most pathogens are removed from instruments by cleaning.

This last brings up the importance of cleaning instruments prior to immersion in a disinfecting solution. Not only does thorough precleaning remove many organisms, but it also eliminates contaminating materials which interfere with the action of the chemical agents. According to one anthoritative source,[9] if cold disinfection is to be used, at least four steps are required: (a) Thorough mechanical cleansing of the instruments so as to remove all blood, pus, and other foreign material which might harbor bacteria; (b) prolonged soaking in the disinfecting solution (formaldehyde preparations are recommended); (c) rinsing with water; and, (d) drying under sterile conditions.

Agitation, forced circulation or other mechanical aids are generally required when disinfecting solutions are used to treat instruments with hinges, crevices or canals.[11] Water should be forced through hypodermic needles to clean them and the disinfecting solution should be drawn through the needle while it is still attached to the syringe. The lumen of a hypodermic needle is generally so small that none of the solution will penetrate if the needle is merely allowed to lie in it.[11]

Soap and water is usually employed for cleaning instruments prior to placing them in the disinfecting solution.[12, 13] It is interesting, however, to note that special preparations may be used for cleaning surgical and dental instruments, especially those that are heavily contaminated. Illustrative is the following formula[14] for an instrument cleaning mixture:

Prepared chalk	**20.0 parts**
Ammonia	**20.0** "
Alcohol	**20.0** "
Water	**40.0** "

The instruments are rubbed with a cloth saturated with this mixture and are then wiped with a dry cloth.

Instrument disinfecting solutions may be classified and discussed on the basis of their major active components. Substances used for making these solutions

include alcohols, phenols, cresols, formaldehyde, inorganic and organic mercury compounds, surface active agents, and other organic chemicals. These may be used individually or in combination.

Ethyl alcohol is extensively employed for its antiseptic action. Although often inefficient, especially against spores, it is widely used for the disinfection of instruments, ampoules and the like. As shown by Price,[15] the optimal bactericidal concentration of alcohol is 70 per cent *by weight* (e.g. 80 to 82 per cent by volume). Concentrations varying only slightly from this optimal value are definitely less effective. Much reliance has been placed upon 70 per cent alcohol, but it is questionable whether immersion of objects in such a solution will sterilize, although exposure for a much shorter time may disinfect objects sufficiently for some purposes.[16]

An interesting method for disinfecting dental hypodermic syringes with alcohol has been suggested by Hamilton.[17] In his method, a local anesthetic cartridge is filled with alcohol and placed in the syringe. A cotton roll is slipped on the needle and injected full of alcohol. The syringe is then laid away with the cotton roll and cartridge in place until ready to use. This method is recommended for keeping antoclaved syringes sterile, or to disinfect the entire needle inside and out in the absence of an autoclave. The method is said to be far more efficient and just as convenient as the old flame method.

Of related interest is an alcohol-based fluid for disinfecting dental handpieces and the like. According to Prinz,[18] the detached instrument is immersed in the following solution for fifteen minutes, then removed and wiped dry:

Liniment of soft soap, U. S. P.	**5.0 parts**
Water	**10.0 "**
Alcohol	**35.0 "**

Isopropyl alcohol is rapidly replacing ethyl alcohol for disinfecting purposes. There is evidence that isopropyl alcohol possesses about twice the germicidal strength of ethyl alcohol. It is most active in the 98 to 99 per cent purestate in which it is purchased,[2] although Powell[19] has reported that a 50 per cent solution is effectively germicidal against non-sporulating bacteria. Full-strength isopropyl alcohol is less corrosive to instruments than the 70 per cent ethyl alcohol solution. In addition, isopropyl alcohol has the advantages of lower surface tension and greater fat-solvent action. It does not irritate the skin.[20]

It must be stressed, however, that neither isopropyl alcohol nor ethyl alcohol can be depended upon to kill spores which frequently contaminate surgical instruments.[5, 8] Immersion in these alcohols for several hours, or even days, is not a trustworthy method of sterilizing instruments.

Pertinent to the use of alcohols for disinfection is a European report [21] in which it is stated that the disinfectant activity increases with increasing molecular weight from methyl alcohol to amyl alcohol.

Despite its potent germicidal action phenol, by itself, finds comparatively little application in instrument disinfecting solutions because of its toxicity and irritating action, as well as certain other disadvantages. Occasionally, phenol-containing compositions are recommended for certain purposes. Several years ago, for example, Tombs[22] in England suggested a mixture of equal parts of 90 per cent alcohol and glycerine of phenol for the storage of hypodermic syringes previously sterilized by boiling. When a syringe is taken out of this storage mixture, the alcohol evaporates quickly, leaving behind a thin film of glycerine of phenol which not only keeps the interior of the barrel sterile, but also prevents the piston from sticking. Tombs reports that hundreds of injections have been given with thus treated syringes without any reaction, and tests have shown that the syringes were always sterile.

Certain derivatives of phenol are very valuable for instrument disinfection. Of the various alkyl derivatives of phenol, the cresols rate high among the most important. Chemically speaking, cresol is merely phenol with a methyl group added to the benzene ring. There are three such compounds, ortho, meta and para cresol, which differ little in their antiseptic properties. Cresol is usually marketed as a mixture of the three forms. It is no more toxic than phenol and is about three times as active. Since cresol is but poorly soluble in water, it is usually employed in the form of the water-miscible Saponated Solution of Cresol (Compound Solution of Cresol) U. S. P. There are many proprietary cresol preparations on the market, of which Lysol is undoubtedly the best known. Being cheaper than and superior to phenol, compound solution of cresol is widely used for disinfecting instruments and other inanimate objects.[23]

Possessing many advantages, and certain disadvantages, cresols are effective against all of the nonsporulating pathogens when used in the proper concentrations.[2] Saponated solution of cresol is often used in 5 per cent solution in water for the disinfection of instruments, but concentrations as low as 1 and 2 per cent have been suggested for this purpose.[16, 24, 25] At the other extreme is the recommendation[11] that saponated solution of cresol in 10 per cent dilution be used for sterilizing barbed dental broaches, root files, and surgical instruments.

An effective, inexpensive instrument disinfecting solution described by Novak[26] consists of 2 per cent of compound cresol solution and 5 per cent of glycerine in a mixture of equal parts of alcohol and water. Not only is it rapidly efficient as a disinfectant for knives, scissors and other instruments, but it is also said to prevent rusting.

As already mentioned, formaldehyde-based instrument disinfecting solutions obtained the highest rating among those tested by Spaulding.[5] Since formaldehyde is a gas, it is generally employed in the form of Solution of Formaldehyde U. S. P. (formalin); and aqueous solution containing not less than 37 per cent of formalde-

(Continued on page 268)

TOILETRIES IN 1947

By J. S. WIEDHOPF*

THE YEAR 1946 was marked by spiralling costs, unfilled orders and late deliveries on the part of the manufacturers and importers of cosmetics and perfumes, since the anticipated relief from supply shortages and production difficulties did not follow the cessation of hostilities. It is true that many new lines were offered, both of foreign and domestic origin, but the old established perfumers still were unable to take care of the demands made upon them. It is my considered opinion that though conditions pertaining to production must improve in 1947, these old-line perfumers still will be unable to return to desired normalcy.

The Christmas selling season of 1945 indicated very sharply to analysts that the consumer was already becoming very discriminating. Gone was the flush of the wild, indiscriminate spending by those who were not normal purchasers of de luxe prestige perfumery. Despite large sales volume piled up in 1943, 1944, and 1945, the impact of this consumer reaction was very evident. The year 1947 should see this battle of values, prestige, and reputation waged even more fiercely and, as usual, the consumer will be the determining factor. It is difficult for anyone who has not passed through periods of boom and normalcy to realize the time, effort, and promotional expenditure necessary to create consumer acceptance for a perfume in a market as highly competitive as the United States. It takes years and years. Those retailers who discount this element of time will certainly lose volume in 1947. Those who are cognizant of the vital necessity of directing their selling effort and space to those outstanding perfumes that have received consumer acceptance, are bound to show a normal increase.

The real growth of the fine perfumery business in this

(*Continued on page 266*)

*President, Parfums Ciro, Inc.

YOUR TRADE-MARK RECORD

By JOHN H. GRAHAM

International Trade-Mark Consultant

John H. Graham was born in England in 1907 and was educated there studying engineering subjects at Loughborough College with a special course in applied design at Oxford University. After the required apprenticeship with a firm of patent agents in London he became an Associate of the Chartered Institute of Patent Agents. In 1931, he came to this country as an international patent and trade-mark consultant, and has continued to practice since then in this capacity.

Now an American citizen, Mr. Graham is registered to practice before the U. S. Patent Office and has established agents in every country in the world for his international business.

He is a member of the Toilet Goods Association and has been actively connected with the drug, cosmetic and associated industries for a long time.

Because of his background and connections we feel that he is in a position to bring to you a wealth of helpful information on trade-mark patent and kindred matters not only with respect to this country but also for your foreign markets.

THE inauguration of a new department in a magazine poses somewhat of a problem particularly when the subject matter to be covered in the feature is different and untried, stimulation of interest being imperative at the outset but sometimes being hard of attainment in cases such as the present where the direct results of the monthly presentation cannot be too well perceived until after a passage of time.

The fact that this feature can be of great service to those industries which this magazine serves is however self-evident since its very conception stems from the news already presented to the trade that a Trade-Mark Record of all trade-marks relating to cosmetics, soaps, toilet goods and perfumes is now available. Any such record however, cannot give its greatest service to the many persons interested in trade-marks in these industries, unless in some way, it is augmented periodically, since more than fifty trade-marks relating to the subject matter of our selected classification are published monthly on an average in the Official Gazette of the U. S. Patent Office.

It was therefore decided that those trade-marks published in the Gazette in the preceding month and which logically should be associated with the Record to keep it current, should be given in these columns as a first and important service for the users of the Record.

A further feature of interest to those of you who are actively concerned with trade-marks and problems connected therewith, will be to supply brief details regarding any trade-mark controversy generally within the field of endeavors of the industries concerned, whereby to keep you abreast of the tendencies and leanings of the Trade-Mark Division of the U. S. Patent Office, the U. S. Court of Customs and Patent Appeals, and even higher Tribunals, with respect to questions of conflicting marks and interpretation of the trade-mark regulations.

The third feature proposed is that within these columns there be provided means for publishing any trade-mark to be used, or to be registered at the Patent Office, giving details as provided by the owner thereof. Most of us know of the many times when two identical or closely similar trade-marks are presented for registration only to be placed in Interference by the Patent Office, with the consequential loss to one party, costs of prosecuting the controversy, and general business losses if the mark has been "set up" as to labels, etc.

While mere publication of a mark in these columns and with the uncorroborated details given by the owner confers no real rights, title or monopoly with respect to the mark, it will act as a notice to others that there is an intention of attempting to appropriate the trade-mark for the declared owner's exclusive use, and thus it is hoped it will prove to be a beneficial service to the industries. The details of such service will be indicated here as soon as the mechanism for handling such proposed marks is set up.

The final feature offered to you by this department, is generally a service to keep you abreast of developments in trade-mark matters both here and abroad, and supply, as briefly as possible, intelligence relating to all phases of trade-marks which may help you in your endeavors to strengthen one of your greatest weapons of offense and defense in selling your goods, namely—your trade-mark.

The present Trade-Mark Record was completed as to all marks concerned with the subjects involved up to December 31, 1945. The colossal job of searching, compiling and editing together with the printing, binding, and so on, particularly bearing in mind

material and labor problems today, made it impossible to provide you with the book before this time, despite the urgings of so many of you who were anxious to have an up-to-date reference of this nature before you. Thus, to complete the Record to date, there will be supplied an alphabetical compilation of marks of interest listed through September 1946. In succeeding months the remaining 1946 marks will be supplied, whereby the Record will be completed as to December 31, 1946 and thereafter continued with monthly supplemental marks in these columns.

In the front pages of the Trade-Mark Record there is a glossary showing the manner of indicating the class of goods involved, either class 4 or 6, in Roman numerals, and the specific group of goods associated with the marks which are indicated by an alphabetic code. The list herein of trade-marks for part of 1946 equally uses this system except that, since certain goods have become so numerous that they should not be classed in "miscellaneous" 'namely M' they have been given their own code. The grouping used, therefore, is given with the said list, both to show these additions and also to assist you when studying the 1946 supplement herewith provided.

Classification of Trade-Mark Goods

Group "A": Soap Preparations: Bath salts, Bath oil, Bubble bath, Shampoo, Soap, Soap powder, chips, flakes, etc., Cleansing preparations.

Group "B": Perfumes: Cologne, Cream perfume, Liquid perfume, Powdered perfume, Sachet, Toilet Water.

Group "C": Cosmetics: Lipsticks, Rouge, Face powder, Mascara, Eyeshadow, Eyebrow preparations, Eye lotions, Cake make-up, Body and bath powder, Cold, Vanishing, tissue foundation hand, cleansing creams and lotion, Body lotion, Skin whitener, Baby powders, Creams and lotions, Astringents, Dusting powder.

Group "D": Depilatories: Epilators, Deodorant and Anti-perspirant creams or powders.

Group "E": Manicure Preparations: Nail polish, Nail powder, Nail lacquer, Nail cream, Nail white, Nail polish base, Nail polish remover, Overcoat.

Group "F": Foot Preparations: Foot creams, Foot powders, Foot baths.

Group "G": Permanent Wave Supplies: Lotions, pads, (not machines or parts or driers).

Group "H": Hair Preparations: Tints, Rinses, Sets, Pomades, Lacquers, Dyes, Lotions, Grower, Oils, Straightener, Bay Rum, Dandruff preparations, Aids for falling and thinning hair, Brilliantine.

Group "I": Men's Toilet Preparations: Cologne, Powder, After shave lotion, Shaving soap, Shaving creams, Witch hazel, Talcum powder.

Group "K": Tooth and Mouth Preparations: Tooth paste and powder, Mouthwash, Breath-sweetners, Denture cleansers, preparations for holding dentures firmly in place.

Group "M": Miscellaneous: Not otherwise classified.

Group "S": Suntan Lotion: Tanning oils, Sunscreens, Sunburn treatments.

Group "T": Insecticides: Insecticides, Insect repellents, Athletes' foot.

A C with des. VI—498,581
Antoine Chiris Co., Inc., New York, N. Y.
Ser. Mar. 20, 1946 D. U. Mar. 1, 1911

A. M. with des. IV—487,648
Richard E. Squiries, New York, N. Y.
Ser. Aug. 27, 1945 D. U. Apr. 12, 1945
Reg. 421,331 May 28, 1946

ACEY DEUCEY—VI—H—490,120
Irresistible, Inc., New York, N. Y.
Ser. Oct. 18, 1945 D. U. Aug. 24, 1945
Reg. 422,332 July 16, 1946

ACQUIESCE—VI—B—498,139
George C. Hester (Janet Hester), Glendale, Calif.
Ser. Mar. 13, 1946 D. U. Mar. 5, 1946

ADAGIO—VI—B—486,002
Ravel Perfumers Inc., New York, N. Y.
Ser. July 19, 1945 D. U. June 30, 1945
Reg. 419,205 Feb. 5, 1946

AEROL—IV—M—488,560
Alfred Anderson (Anderson Chem. Co.), Litchfield, Minn.
Ser. Sept. 17, 1945 D. U. July 30, 1945

AIM—IV—A—491,957
Atlantic Refining Company, Philadelphia, Pa.
Ser. Nov. 21, 1945 D. U. Aug. 28, 1944

AIRMEN with des.—VI—484,820
Fred B. Berghold (Bergholt Laboratories), Minneapolis, Minn.
Ser. June 21, 1945 D. U. Feb. 1, 1942
Reg. 421,315 May 28, 1946

AIR NOUVEAU—VI—489,262
Houbigant, Inc., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Sept. 14, 1945
Reg. 421,541 June 4, 1946

AIR O ZON—IV—497,061
James O. Davies (Baby Touch Hair Remover Co.), St. Louis.
Ser. Feb. 23, 1946 D. U. 1939

AJAX JUNIOR—VI—D—488,069
Acme Chemical Company, Milwaukee, Wis.
Ser. Sept. 7, 1945 D. U. June 9, 1936

ALFRED DUNHILL—IV—477,006
Alfred Dunhill, Limited, London, England
Ser. Nov. 29, 1944 D. U. Mar. 7, 1944
Reg. 477,006 June 4, 1946

ALFRED DUNHILL—VI—C—H—477,007
Alfred Dunhill, Limited, London, Eng.
Ser. Nov. 29, 1944 D. U. Mar. 7, 1944
Reg. 419,717 Mar. 5, 1946

ALIZE—VI—B—484,165
Etablissements Riqaud Inc., New York, N. Y.
Ser. June 5, 1945 D. U. May 28, 1945
Reg. 419,490 Feb. 19, 1946

"ALOHA"—IV—A—495,036
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

AL-LENE'S—VI—H—487,011
Alice C. Smith, Washington, D. C.
Ser. Aug. 10, 1945 D. U. Sept. 1935

ALTYME—VI—B—496,883
Altyme Products, Inc., New York, N. Y.
Ser. Feb. 19, 1946 D. U. Feb. 1, 1946

ALWAYS 29—VI—C—493,724
Baily, Prihoda & Co., Kalamazoo, Mich.
Ser. Dec. 22, 1945 D. U. Mar. 1, 1945

AMBASSADE DE PARIS—VI—BC—498,986
De Marbel S.A.R.L., Neuilly sur Seine, France
Ser. Mar. 26, 1946 D. U. Aug. 12, 1931

"AMBUSH"—IV—A—495,038
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

AMERICAN PASSPORT RED—VI—488,868
Revlon Products Corp., New York, N. Y.
Ser. Sept. 22, 1945 D. U. Sept. 10, 1945
Reg. 421,346 May 28, 1946

AMOROUS—VI—BC—497,735
Parfums Charbert, Inc., New York, N. Y.
Ser. Mar. 6, 1946 D. U. Feb. 13, 1946

AMPHORA—VI—B—485,159
John Rubel (John Rubel Co.), New York, N. Y.
Ser. June 28, 1945 D. U. Dec. 1944
Reg. 418,787 Jan. 8, 1946

AN ENGLISH GARDEN—IV—486,853
Charles of The Ritz Inc., New York, N. Y.
Ser. Aug. 1, 1945 D. U. June 1, 1945
Reg. 420,264 Apr. 2, 1946

ANIMATION—VI—ABCH—494,010
Belcano Co., Jersey City, N. J.
Ser. Dec. 29, 1945 D. U. Dec. 21, 1945

ANNEAU D'OR—VI—488,529
Houbigant, Inc., New York, N. Y.
Ser. Sept. 15, 1945 D. U. Sept. 13, 1945
Reg. 421,526 June 4, 1946

(*Continued on page 252*)

For Men Only

$10

There are more brands of men's toiletries
than one can recall. The leading feature of the best
is often an original packaging theme.
Here the sensible use of Ridgelo Clay Coated Boxboard brings
a rich, smooth finish to a well thought-out
combination of materials and printing.
Selling at a tenth the price
the same careful planning guides the
packing of any volume line for men.
The ingredient that adds much to sales appeal
and little to cost is again
Ridgelo Clay Coated.
For this reason it is chosen
for the cartons of many popular men's needs.
Be sure Ridgelo is your choice.

Ridgelo CLAY COATED BOXBOARDS

MADE AT RIDGEFIELD, N. J., BY LOWE PAPER COMPANY

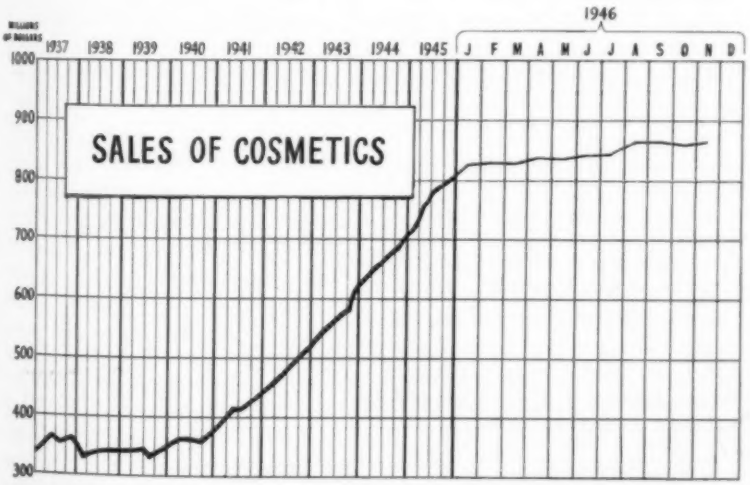
REPRESENTATIVES:

H. B. Royce, Detroit • Norman A. Buist, Los Angeles • A. E. Kellogg, St. Louis • Philip Rudolph & Sons, Inc., Philadelphia

Packaging and Selling

Combines and Specialists

There are certainly changes coming in cosmetic distribution, and the economics of distribution are getting more concentrated attention today than they have for years. One result of the war has been drastically to increase the cost of distribution as it has everything else. The salary of the demonstrator has made it necessary to maintain a considerably higher volume of business within a store than was necessary before the war. In addition to that the cost of traveling and remunerating salesmen has had a parallel rise. On the other hand, retailers are beginning to look with a jaundiced eye on the net profit per square foot of the products they are stocking. Although these factors, which have been formulating during the last four or five years, have meant very little during this lush period, they are beginning to land like a ton of bricks on the small and medium sized manufacturer, particularly those with a few specialties or a limited line and for those with a distribution of a thousand or less stores. Even the big fellows are feeling this in a way that has caused some very definite maneuvering during last year, which is now clarified as a definite pattern or rather three patterns. This is why one of the leading companies in the industry has recently acquired, by purchase, several other companies. This accumulation not only gives this company an ample number of well advertised products to support a large national sales force, but gives it a large accumulation to put in the hands of their demonstrators, so that here volume can be sustained on a high level through a wide variety of selection. It also gives the company some very potent talking points to any store, which certainly must find two or three of these assorted lines a factor in its business. Another large company, already established for many years with a fairly broad line, is bringing out three new lines this year, that is a deb line, a men's line and a perfume. Each is to be established with separate individualities through advertising and created primarily with the same functional purpose in mind. As a third method, another large established company, already owning and manufacturing two lines and serving as national distributor for another, is in the market for long-term, exclusive distribution rights for one or two products capable of volume business and fitting snugly into their line on the basis of the reasons we have outlined above. The small and medium sized business facing this increasingly tough competition will probably find that the trend of the last several years to bring out miscellaneous, assorted cosmetics, from perfumes to hair specialties, whenever a rush market appeared, will probably find that the only real opportunity for survival is a return to specialization. This industry in its darkest days had plenty of room for many small manufacturers and distributors, who made a reputation for selling in one particular field, that is perfume, makeup, treatment, bath line, or in some other specialized field. No matter what combinations develop in the trade, there is no reason to believe that the specialist who shows competence in his products and his merchandising will have any reason to fear these combines.



Retail sales of cosmetics for the twelve months ended with November 1946 amounted to $863,809,000. This compares with a total of $859,488,000 for the twelve months ended with October 1946 and with $794,241,000 for the twelve months ended with November 1945.

Industrial Advertising

Even the casual reader of advertisements in Drug and Cosmetic Industry during this coming year, will notice a change in the style of perfume material advertising. This advertising for some years has been evolving from an appeal that was once the straight-forward, trade paper industrial type of advertising to a conception of advertising in terms of the customers own mental processes. This is producing some of the most beautiful advertising in the entire industrial field, and during this year, this magazine's readers will see a number of advertisements that will compare in theme and appearance with the finest perfume advertising appearing in Beauty Fashion, Harper's Bazaar or Vogue.

Simplified Pricing Plans

There is a noticeable trend among drug and pharmaceutical manufacturers toward a simplification of trade discounts, deals, and other allowances. The time probably appears opportune to manufacturers since wholesaler and retailer sales potentials are at such a high point that anything that will simplify their business dealings in any way will be more than acceptable so long as profit margins are not curtailed. And manufacturers who are making these revisions in their sales methods are being certain that under the new simplified plans, profit margins will not be lessened, but in most instances enhanced.

E. R. Squibb & Sons have discontinued all special discounts and deals in favor of net prices, as of the first of the year. The theory being that demand for its products should be created by advertising and sales promotion, rather than by dealer incentive.

The only variation in discounts Squibb offers now are in accordance with the quantity ordered. This arrangement is to induce retailers to order in quantities and thus as far as possible enable the wholesaler to reship in original containers. This tends to reduce the detail work of wholesalers' billing and stock control.

White Laboratories, Inc., is another company that has adopted net terms. It has stopped all "bonus goods"—an arrangement often used in the drug and pharmaceutical industry, whereby a dealer gets extra packages free when he orders a certain quantity. The size of the minimum order which entitles dealers to quantity discounts was increased, but at the same time retail fair trade prices were raised, where necessary, to assure dealers their usual profit margin.

Here again the main reason given was to reduce handling and billing costs, and also to eliminate the confusion of these special deals and discounts which in some cases have become so involved, that it is difficult to estimate competitive net prices.

Another firm doing the same thing is the Lambert Pharmacal Company, St. Louis, which has announced a sales plan providing for quantity discounts amounting in many cases to an increase of 100 per cent more than the retailer's discount previously allowed.

Under the old Lambert plan a 5 per cent discount was allowed on any purchases of $2.00 worth or more of a single item. Under the new plan a 10 per cent discount is allowed for the purchase of any three Listerine products (not less than a full case of any one item) totaling $48.00 or more at list; a seven and a half per cent discount is allowed for the purchase of any three items (not less than a shelf carton of any one item) totaling $24.00 to $48.00 at list.

The Lambert distributor will continue to allow the 5 per cent retailer's discount as in the past. To collect the difference between that 5 per cent and the higher discount provided by the new plan, the retailer merely mails to the company the invoice given him by the distributor. The company then returns the distributor's invoice to the retailer with a check for the difference.

The Cosmetic Trend

The Manufacturer's salesman who enters a buying office may find himself more often greeted with the words "What's new?" and with greater sincerity as to the meaning of the phrase than has been the case for some years past. Department stores are faced by the problem, how they can add another six or more per cent to sales and they can not do it unless every department of the store carries its full weight of the effort. Facing substantially raised sales quotas toilet goods department buyers are looking around, therefore, for ways and means, conscious of the fact that they have done an exceptional job for several years and that more will be needed to help their counters over the hump than merely another twelve months of good luck for the cosmetic industry.

A good novelty item can do it. But it must be a real novelty and not just a variation or duplication of an existing article . . . and it should be preferably applicable to industry-wide exploitation and not remain confined to one firm. Buyers, in other words, are most definitely not interested in adding to the articles which they are carrying upon the counters. In fact, everything in them pulls for a reduction of numbers and greater concentration upon best selling brands. What they want is a new channel through which they can reach their customers, a new fashion, a different use, a novelty serving a new purpose; anything in fact that offers a new sales argument which does not lower the sales appeal of any other product.

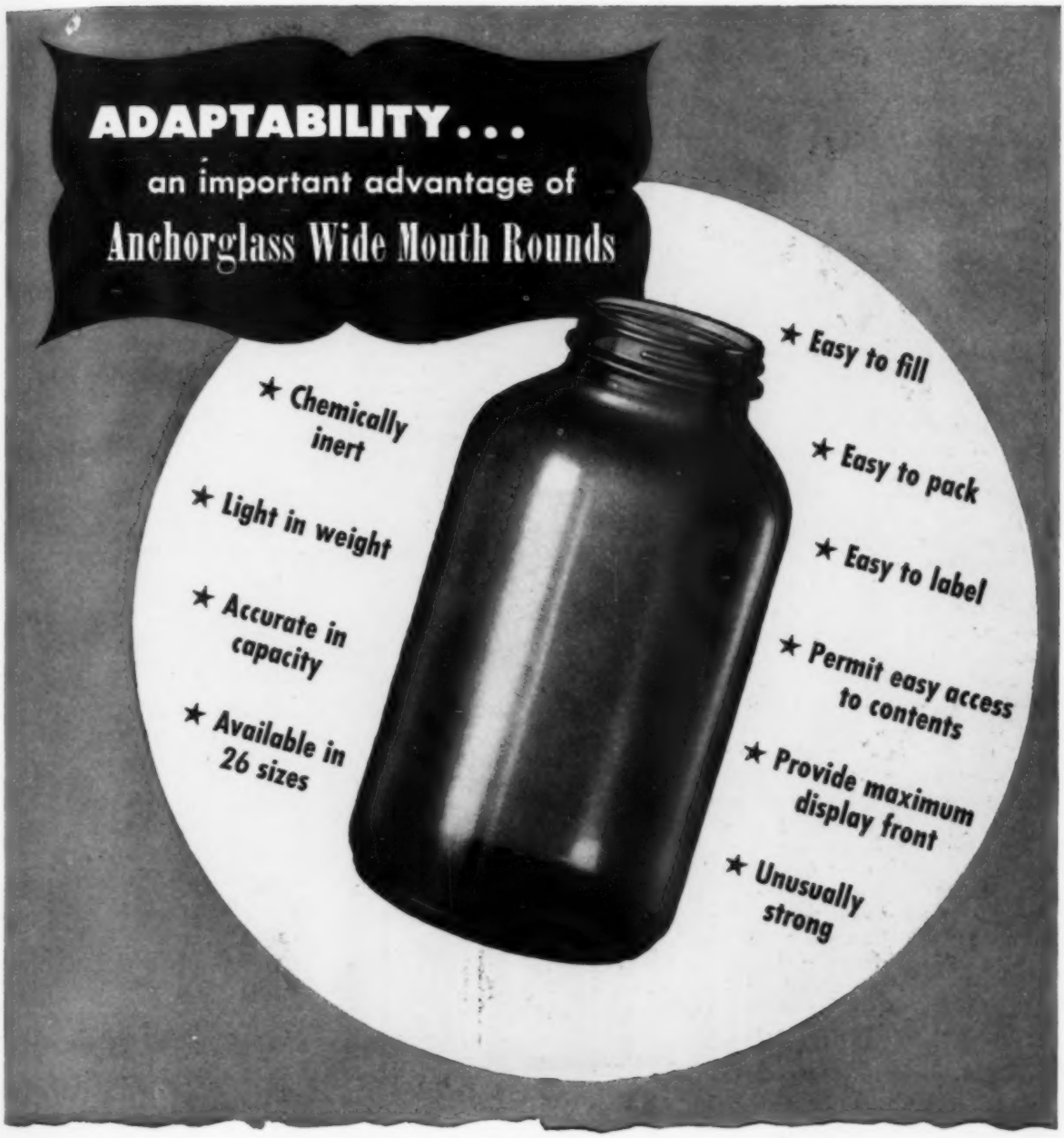
If such an item can be discovered at all it will have to be looked for, in the opinion of buyers, in the following directions: 1) An entirely new article similar to the invention of permanent waving, the sudden popularity of the liquid nail polishes, the introduction of the soapless shampoos. 2) Articles with an appeal to new groups of customers, men, older women, babies, a revival of the industrial cosmetics, protectives, etc. 3) A new cosmetic fashion as "blonde" or "auburn" hair, a new form of make-up, body make-up. 4) The revival of heretofore neglected articles in connection with some new want as hair dyes, hair tints, brillantines and special shampoos. 5) A good "catchy" phrase that can center public attention upon the needs of good personal appearance and thereby attract customer groups who up till now have only been indifferent consumers of cosmetics.

No one expects that such a development will come over night. But there is a widely spread feeling among buyers that the cosmetic market is ripe for a novelty, even a real discovery and that it will not take very much to make it a huge success considering the much improved publicity facilities that the industry and the stores can place at the disposal of the lucky inventor.

Pending an industry-wide evolution buyers may have to settle for a manufacturer's bright idea in the meantime, provided he can present his story convincingly and has at least a reasonable amount of cash for promotion.

More on Men's Market

There is a movement under way by a few of the companies in the men's field to organize a cooperative publicity and advertising campaign directed towards expanding the total business for men's toiletries. This campaign would work along two broad avenues, each capable of creating new business in toiletries for men. The first avenue would be a well planned publicity campaign to break down the resistance which still exists in the majority of men to the regular use of these grooming accessories. This publicity and educational program,


ADAPTABILITY . . .
an important advantage of
Anchorglass Wide Mouth Rounds
★ Chemically inert
★ Light in weight
★ Accurate in capacity
★ Available in 26 sizes
★ Easy to fill
★ Easy to pack
★ Easy to label
★ Permit easy access to contents
★ Provide maximum display front
★ Unusually strong

PILLS, powders, capsules, tablets and heavy liquids of all kinds can be effectively, economically and safely packed in Anchorglass standard Wide Mouth Rounds. Inert to the action of most drugs and chemicals, these versatile containers impart no foreign tastes or flavors. They prevent evaporation or absorption of moisture . . . retain all the strength, curative or other qualities peculiar to your products.

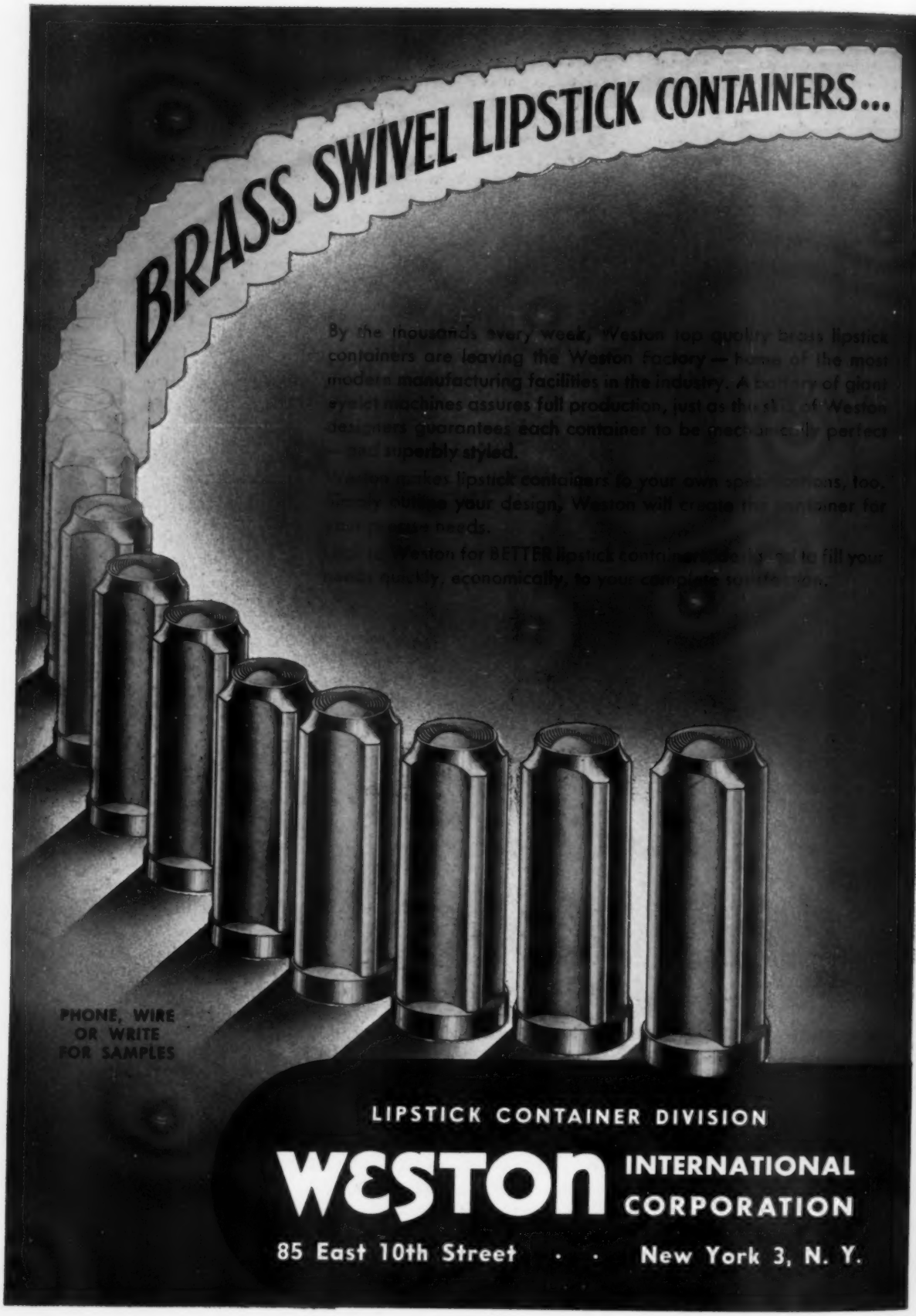
In addition, Anchorglass Wide Mouth Rounds are easy to fill, label, pack. They're light in weight and unusually strong. They're accurate in capacity, permit easy access to contents and provide the maximum display front possible. They are supplied in amber, in twenty-six sizes ranging from 3cc to 4000cc in capacity. Samples for experimental or test purposes will be gladly supplied on request.

Tune in "Crime Photographer" every Thursday evening, entire Coast-to-Coast Network, CBS.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS CORPORATION
LANCASTER, OHIO

BRASS SWIVEL LIPSTICK CONTAINERS...



PHONE, WIRE OR WRITE FOR SAMPLES

LIPSTICK CONTAINER DIVISION

WESTON INTERNATIONAL CORPORATION

85 East 10th Street · · New York 3, N. Y.

through advertising, would seek to persuade men to purchase these products for themselves and to use them with the full assurance that they are not in any way jeopardizing their masculine standing, and also to break down the resistance of this same group to these products as an acceptable gift. The other avenue is an effort to spread this business more evenly through the year as a gift business. Christmas and Father's Day still account for the sale of approximately 80 per cent of these cosmetics. Other gift occasions have been ignored or not properly stimulated. Some little effort will be made this year to join in the Easter Parade, and one leading men's line has quite a substantial promotion for this day. However, the major gift occasion, which can certainly equal Christmas in that it provides a gift occasion once a year for each man, is the birthday. Since this gift occasion falls on every day of the year, it is thought that a cooperative advertising campaign probably using small space in newspapers with great frequency, that is a weekly insertion during seven months of the year, which would cover the periods not influenced by Christmas and Father's Day, could be handled on a cooperative basis where at least to this date it has not been within the means of any one manufacturer. There are two parallels which certainly give a feasible approach to this plan. Following the last war, the wrist watch manufacturers were successful within a few years in breaking down the resistance of men to the wrist watch as a feminine attachment. The other is the notable success of the florist association in establishing flowers as an acceptable gift for every occasion. Individual manufacturers concentrating on the problem of getting a larger share of the present competitive market and compelled to limit their appropriation, partly for competitive reasons, to the major period of seasonal sales are rarely able to devote much time and energy themselves to the cultivation and education of future markets. This is certainly a job of cooperative group advertising, and it would certainly seem that there are very few such clear cut opportunities as exist in the men's field.

Ten Per Cent Sales Increase?

Budgets for advertising and schedules for purchasing are one of the real headaches of cosmetic manufacturers this year, at least during this very hectic period of returned goods and delayed spring orders. For this reason, it is interesting to note that one major manufacturer is proceeding on the conviction of a 10 per cent increase in sales next year. This manufacturer, beset with the usual doubts as to how much money he should budget for advertising, and torn between a fear of making too large commitments for packaging materials, particularly Christmas packaging or the alternative uncertainty of delaying purchasing to a point where he might not get his full requirements, employed an outside selling economic service to forecast his business for next year and to make budget recommendations.

Although this company produces a line of men's toiletries, which certainly is one of the confusing pictures in the cosmetic industry, the recommendation of this service to appropriate for advertising and to make immediate purchasing commitments on the basis of a 10 per cent increase in business was accepted by the board of directors. We have heard of one other cosmetic house, one of the major houses of the industry, that is taking similar action in advertising and supply purchases.

Invisible Lovers

The first painting of the series Salvador Dali has done for Leigh's perfume Desert Flower, is currently appearing in the various fashion magazines.

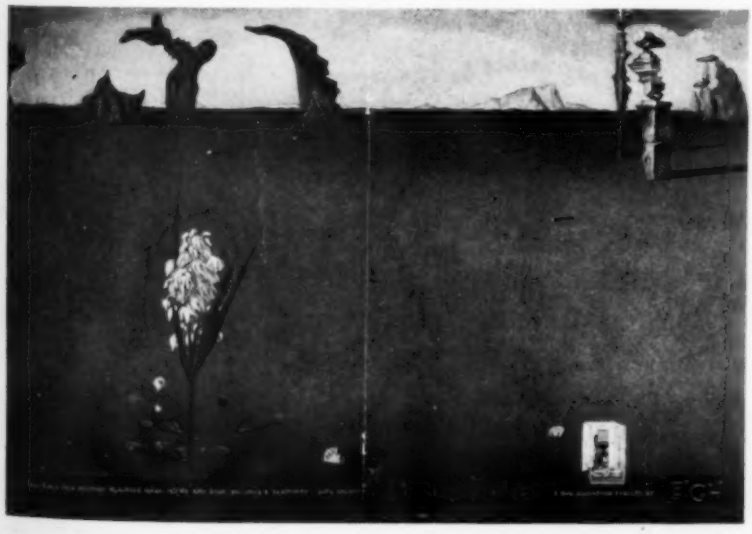
Shown against a desert with their heads etched out by the rocks in the background are a man and woman, the "invisible lovers" they can be seen better by looking directly above the foot prints shown at the bottom of the

picture. Evidently all they are wearing is some Desert Flower.

Another ad featuring invisible lovers was the one Dana ran in the January issue of Esquire. It is the familiar setting Dana has run so long, except the lovers are not visible in this ad. The violin has been dropped on the piano and the piano stool is overturned. Maybe they are behind the velvet drapes, or perhaps they have gone out for more Tabu perfume.

Make-Up Survey

Of the 72 per cent of women using make-up base, 60 per cent according to a Fawcett Beauty Reader Forum study state they use it all the time. Cake make-up base leads in preference, 17 per cent use Max Factor 10 per cent use Solitair, and 7 per cent use Ponds and DuBarry.



SKILL COUNTS*

BERNARDIN
Metal Closures

Just as skilled surgeons prolong human life, so skilled closure specialists at Bernardin protect precious products; safeguard prized reputations. Today's Bernardin closures are the proud culmination of sixty-six years of fine closure making experience. Reason enough why increasing millions of our closures are used each year. Bernardin Bottle Cap Company, Evansville, Indiana.

** Skill counts in closures too!*

Since 1881—
America's first manufacturer
of metal closures

Spring Fever is the name of a new lipstick shade created by Chen Yu, presented in packages the design of which depicts the "Festival of the Lanterns," a Chinese ritual welcoming in the first day of Spring.

More than 98 per cent reported they used lipstick, with Revlon the favorite 19 per cent, Max Factor was second choice with 9 per cent and Tangee and Chen Yu, tied for third with 7 per cent each. Seventy-four per cent reported that they owned more than one lipstick, and the majority choose lipstick shades to go with skin coloring.

Those questioned on using rouge favored dry or compact rouge, some 67 per cent used it. Max Factor again led with 19 per cent, Coty second with 9 per cent, DuBarry with 7 per cent and Tangee with 6 per cent.

The Flava tooth care kit has been designed to encourage children in the use of a tooth brush. The Flava strawberry flavored tooth paste is formulated to make brushing a pleasant chore. The unit is constructed so that it can be placed anywhere on the bathroom wall.

Drug stores were favored for the purchase of these products by the majority of the women, followed by department stores in second place and 5 & 10 cent stores in third place.

Mascara used by 49 per cent of the women replying to the study with Maybelline used by 78 per cent Max Factor was second with only 6 per cent followed by Winx with 3 per cent.

Eyebrow pencil was used by 35 per cent again with Maybelline leading with 74 per cent. Eye shadow was used by 12 per cent. With these products the 5 & 10 cent stores led as to place of purchase, with drug stores second and department stores third.

Going further into skin care, 51 per cent of the women report they used cream for softening with 14 per cent stating preference for Pond's. Lady Esther and Woodbury tied for second place with 11 per cent. DuBarry was next with 6 per cent.

A stimulating cream and facial mask is used by 20 per cent. Hopper led here in preference with 33 per cent of the women saying they used it. DuBarry with 13 per cent and Pond's 5 per cent.

Package Emphasis

A return to major emphasis in sales plans on the style and materials of the package is foreseen by Alvin E. Dodd, president of the American Management Association.

When he announced the sixteenth annual AMA Packaging Exposition sponsored by the association to be held in Convention Hall, Philadelphia, April 8-11, Mr. Dodd stated, "Although material shortages and unfulfilled consumer demands have maintained the 'seller's market' in most industries up to this moment, the prospect of almost immediate changes in product availability and customer psychology requires a re-appraisal by management of its packaging approach. The package remains the prime point-of-sales selling agency and accordingly, it must have a major place in sales planning.

"The past five years have seen considerable advances in materials for packaging which preserve and display the product better than ever before. Machinery for improved speeds and reduced costs has been developed. Although both material and machinery have been in short supply, it is expected that many of the manufacturers will be in a position to take orders for newly developed products when the exposition opens in April."

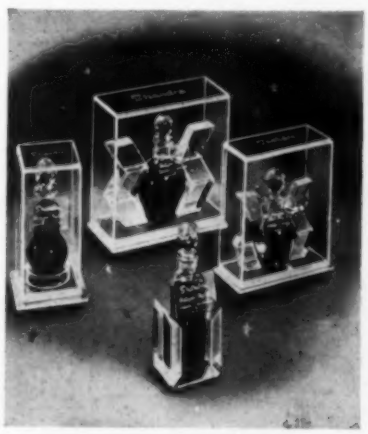
Prince Matchabelli's Stradivari becomes a sequence. There is now a Stradivari toilet water and a Stradivari dusting powder, packaged in rose colored boxes covered with little violin-playing cupids.

Drug Industry Leads in Radio Outlay

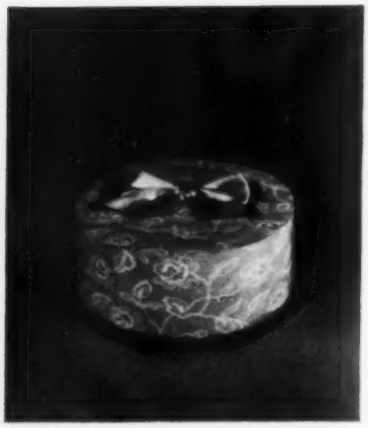
Drug and toilet goods advertisers led all fields in expenditures for broadcasting over the Columbia Broadcasting System network during 1946 with a total of $18,373,635.

On the American Broadcasting Company's network the drug and toiletry field was a close second, spending $9,483,782. The industry that lead on ABC was food and food beverages, which accounted for billings amounting to $12,292,273.

Leading drug field advertisers on the CBS network and their expenditures for



Shandra is a new perfume in five scents created by Staddon & Kilbourn, Ltd., Montreal, Canada, and distributed in the United States by the House of Kramer. The scents are Halcyon Nights, Scimitar, Three-Quarter Time, Devil-May-Care and Vagrant.



Houbigant complements Chantilly perfume with the addition of Chantilly face powder in a pink and white, be-ribboned box of generous size. Richly perfumed, the powder is available in five shades.

A cleverly contrived mascara palette is offered by Aziza. Each of the four miniature artists' palettes contains a different mascara shade especially selected to complement personal eye colorings.

Angelique & Co. features Black Satin perfume and cologne, a sophisticated floral blend, handsomely packaged. The packaging spotlights the store name.

the year were Lever Brothers, $3,964,263; American Home Products, $3,800,965; Colgate-Palmolive-Peet Co., $1,516,931, Sterling Drug, Inc., $1,432,413, Rexall Drug Co., $809,582, E. R. Squibb & Sons, $804,091; Emerson Drug Co., $795,618; Chesebrough, $668,944; Bourjois, $596,779; Noxzema Chemical, $456,554; J. B. Williams $346,547; Wildroot, $225,246.

Leading drug advertisers over ABC for 1946 were; Proctor & Gamble $2,404,091; Miles Laboratories, $1,965,231; Sterling Drug, $1,812,985; Andrew Jergens, $713,718; Bristol-Myers, $692,427; Pacific Coast Borax Co, $627,645; Carter Products, $580,557; Wildroot, $578,404.

Over the Mutual Broadcasting System network, the Coca-Cola Company led all drug field advertisers with an expenditure of $2,012,253. Other top spenders were: Serutan Company, $1,136,696; R. B. Semler, $1,048,131; Carter Products, $1,044,224; Miles Laboratories $1,027,408; Procter & Gamble $1,007,361.

Ball Bearing Perfume Dispenser

A perfume dispenser adapted from the ball-bearing fountain pen has been designed by Ladislao Jose Biro who intends to put the article on the market shortly.

The dispenser is a steel cartridge with a ball bearing nozzle. Like the fountain pens which contain sufficient ink to last for several years, the dispenser is also designed to serve for some time before being refilled.

The ball bearing point, the perfumes themselves and the method of their manufacture are reported to be new. The perfumes contain no alcohol whatever and have the consistency of syrup or molasses. The dispenser is designed to release enough perfume to be effective and yet be spill-proof in the handbag.

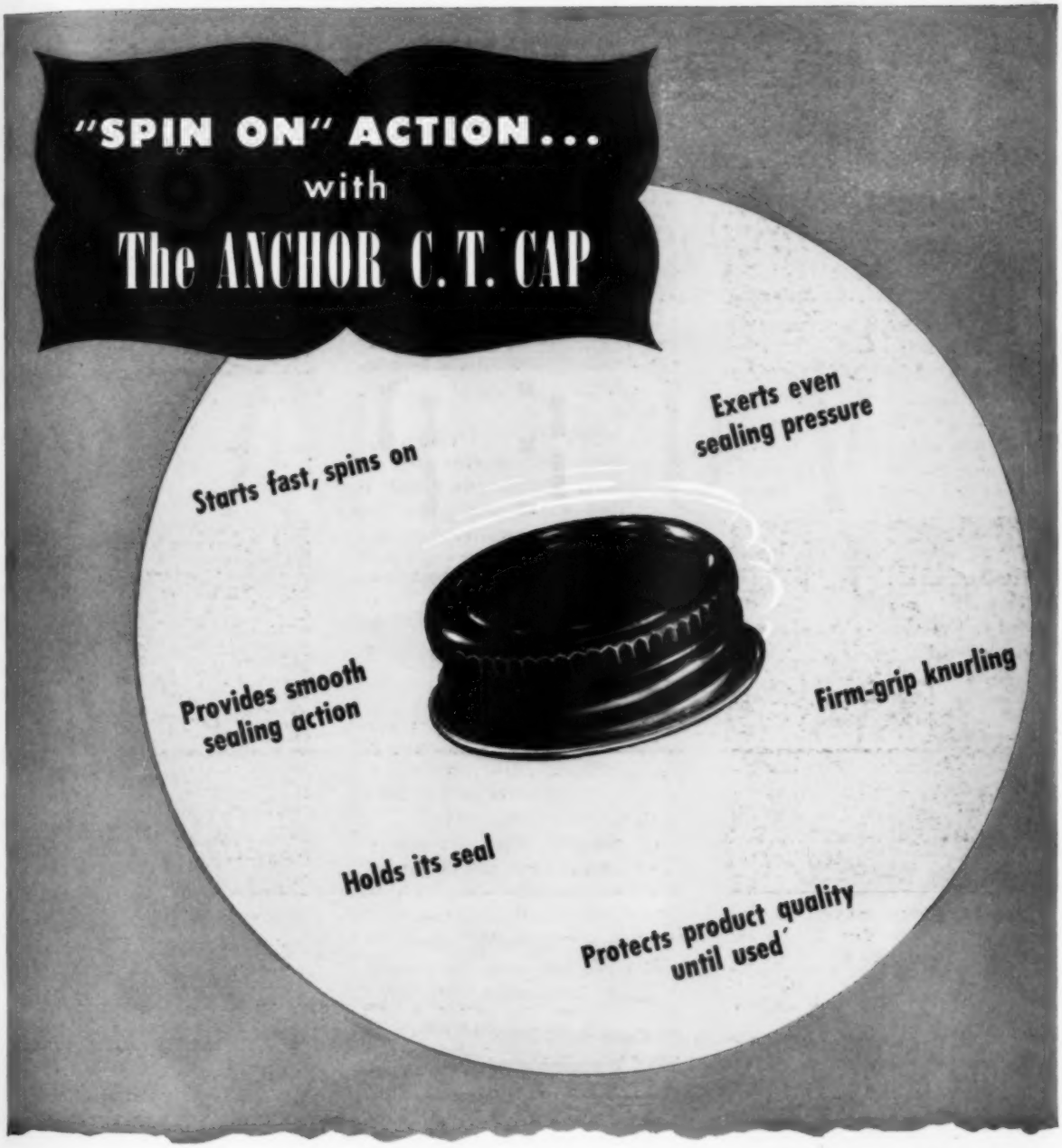
Cartier, Inc., jewelers, of New York, London and Paris have concluded a royalty agreement with the Biro Argentine interests for the exclusive sale of gold and platinum holders containing the firm's perfumes in the ball-bearing dispenser cartridges.

Biro, Meyne & Biro, Inc., New York, will furnish the cartridges and the royalties are understood to be based on 10 per cent of the holders' wholesale price. Similiar agreements are expected to be reached with other firms for containers other than gold and platinum ones.

Revlon has added three new shades in lipstick and two in matching nail enamel. Quiet Pink, a soft pink tone, Certainly Red, a clear red, red, and Natural, a rose-petal liplone.

Lentheric has created a new toilet water, Fougere, a brisk fern fragrance, packaged in a streamlined flacon with a gold-tone stopper and an over-cap of clear lucite, packaged in a tan box.

Helena Rubinstein offers Crackerjack, a new spring make-up, containing lipstick, face powder and rouge. This warm, sunny red, is keyed to the new fashions.



BASIC improvements in thread design—developed over a period of years by Anchor Hocking—make possible the "spin on" action that makes the Anchor C. T. Cap so easy to apply. The broadly rounded, deeply rolled thread eliminates wedging and jamming; permits an even pressure on the liner around the complete 360 degrees of the container finish; effects a dependable airtight and leakproof seal. In addition, the positive knurling provides a good firm grip.

Consumers like the Anchor C. T. Cap because it's so easy to remove and reseal, and because it protects the contents until entirely consumed.

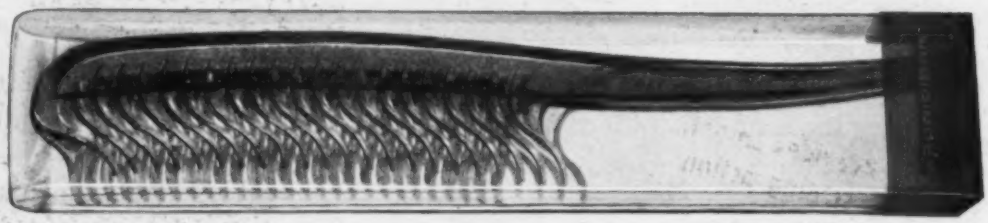
Tune in "Crime Photographer" every Thursday evening, entire Coast-to-Coast Network, CBS.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS CORPORATION
LANCASTER, OHIO

your product sells its own story

IN VUEPAK



Box fabricated by George V. Clark, Long Island City for Eastern Seaboard Plastics, Newark, N.J.

When your product has a special function—tell it . . . sell it in a crystal-clear, individual "showcase" of Vuepak.

The makers of the unique, wave-setting Per-O-Comb did just that when they chose Vuepak for their product. The comb's unusual construction explains its own usefulness in the attractive, eye-catching container of Vuepak . . . and it's fully protected by Vuepak's sturdy rigidity.

Retailers, too, will appreciate the added qualities of your Vuepak product because:

- Selling time per unit is reduced
- There's less loss through shopwear
- Better display and easier stacking are possible
- Full protection maintains quality prices

Investigate now. Your product story can be a success story with Vuepak. Get the up-to-the-minute Vuepak facts from your box supplier or fabricator. Or write direct to: MONSANTO CHEMICAL COMPANY, Plastics Division, Springfield 2, Massachusetts. In Canada, Monsanto Ltd., Montreal, Toronto, Vancouver.

VUEPAK DATA

Vuepak is a beautiful, transparent, rigid, tough Monsanto cellulose acetate.

Available in sheets up to 30" wide, and in continuous rolls 30" wide up to 1000 ft. long, depending on thickness.

Six standard gauges, 0.005" to 0.020", of thickness.

Unaffected by sunlight or temperatures of to 200° F.

Can be drawn, shaped, formed or folded into almost any shape with inexpensive dies.

Can be embossed, stapled, printed, cemented, or combined with other materials.

Vuepak: Reg. U. S. Pat. Off.

MONSANTO PLASTICS

SERVING INDUSTRY... WHICH SERVES MANKIND

VUEPAK

TRANSPARENT PACKAGING MATERIAL

PRECISION-MADE "fitments"

to your Specifications

SCIENTIFIC perfection is your assurance with every dropper no matter what your specifications are.

We have successfully helped many manufacturers design and execute complicated "fitments" for Serums, Vaccines, Toxins, Medicines, Chemicals and Vitamins and we can, without hesitation, work out your dropper problems.

Expert workmanship and the finest materials assured in every dropper. All fitments are completely assembled. Prompt delivery. Send samples and specifications for quotations.

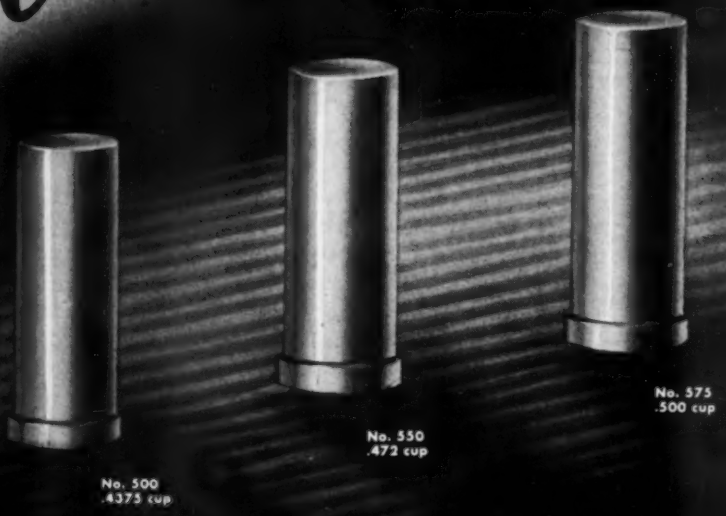
A Dropper to fit Your Every Need!

totus PHARMACEUTICAL LABORATORIES

70 E. COULTER ST. PHILADELPHIA 44, PA.

Rich Low BRASS

SWIVEL LIPSTICK CONTAINERS



"Fashioned Like Jewels"

THE ULTIMATE IN QUALITY

- De Luxe polished Rich Low brass — baked lacquer finish
- Free wheeling mechanism — It is impossible for the filler to swivel up while the cap is on
- "Click-Tite" closure*

PHONE, WIRE OR WRITE FOR SAMPLES

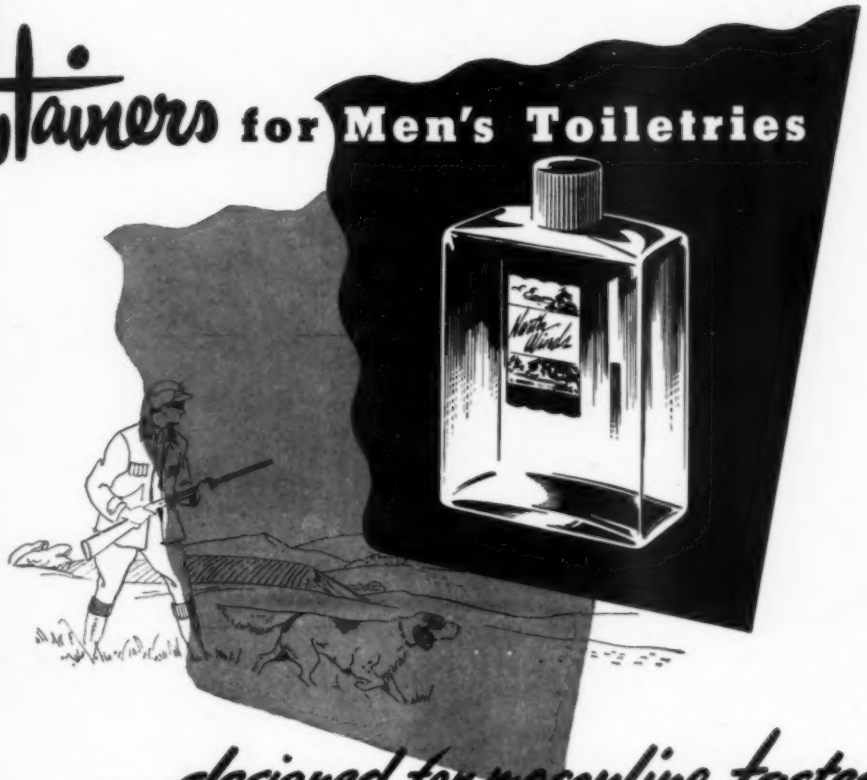
BRODER INDUSTRIES

INCORPORATED

167 WEST 64th STREET, NEW YORK 23, N. Y. • TRafalgar 7-0092

*Patents Pending

Containers for Men's Toiletries



.... designed for masculine tastes

The wide Carr-Lowrey line includes many designs that are perfect for men's toiletries. Whether you select a flint glass machine made bottle or a distinctive handmade container you'll be sure of getting superior quality.

You will find the skill of Carr-Lowrey craftsmen in working with unusual designs invaluable in producing your private mould containers within a commercial price range.

CARR-LOWREY GLASS CO.

Factory and Main Office: BALTIMORE 3, MD. • *New York Office:* 500 FIFTH AVENUE (18) • *Chicago Office:* 1502 MERCHANDISE MART (54)

OPAL JARS • HANDMADE GLASS BOTTLES • MACHINE MADE FLINT GLASS BOTTLES

For products that justify the finest in glass containers

New Perfection
DROPPING PARTS

THE VALUE OF EXPERIENCE

Experience is a priceless asset to any business. That experience is the best teacher goes without saying. Youth pays for experience in the turmoil of trial and error, days of uncertainty; youth gains knowledge through experience. Maturity, having acquired knowledge, owes a debt of thanks to the days, weeks, months, and years spent in accumulating information as to how things should be done correctly. Many years of cumulative experience are behind New Perfection dropping parts and dropping outfits. This experience is yours for the asking.

(1)

Non-rolling, extra depth, Bakelite Cap with thick flange rubber part; Saftee ball glass.

(2)

Double shell metal cap; special thin flange rubber part; special bent glass.

(3)

Regular or acid resisting plastic cap; regular rubber part in various colors; semi-blunt glass.

(4)

Single shell metal cap; thin flange, non-swelling Amekine synthetic rubber part, without strong odor; blunt glass.

(5)

Fancy colored beetle cap; midget rubber part; regular straight glass.

Amekine synthetic bulbs are recommended for oily preparations as Amekine does not swell like other bulbs when used with oil over long periods. Dropper glasses can be made up plain or calibrated in colors. For those who do not have their own bottles, New Modernistic bottles in Amber, Blue, Green, or Clear in 2cc, ¼, ½, 1, and 2 oz. sizes can be furnished with dropping parts.

Write for samples and quotations.

PENNSYLVANIA GLASS PRODUCTS CO. INC.

of Pittsburgh

"GLASS GOODS OF THE BETTER KIND"

428-432 NORTH CRAIG STREET . . . PITTSBURGH, PA., U.S.A.

Getting Rid of a Seam Solved This Glassmaking Problem

An Armstrong customer with a passion for perfection recently came to us with a question. "Can you do anything about eliminating the seam from the finish of a side-seal vacuum pack jar?" he wanted to know.

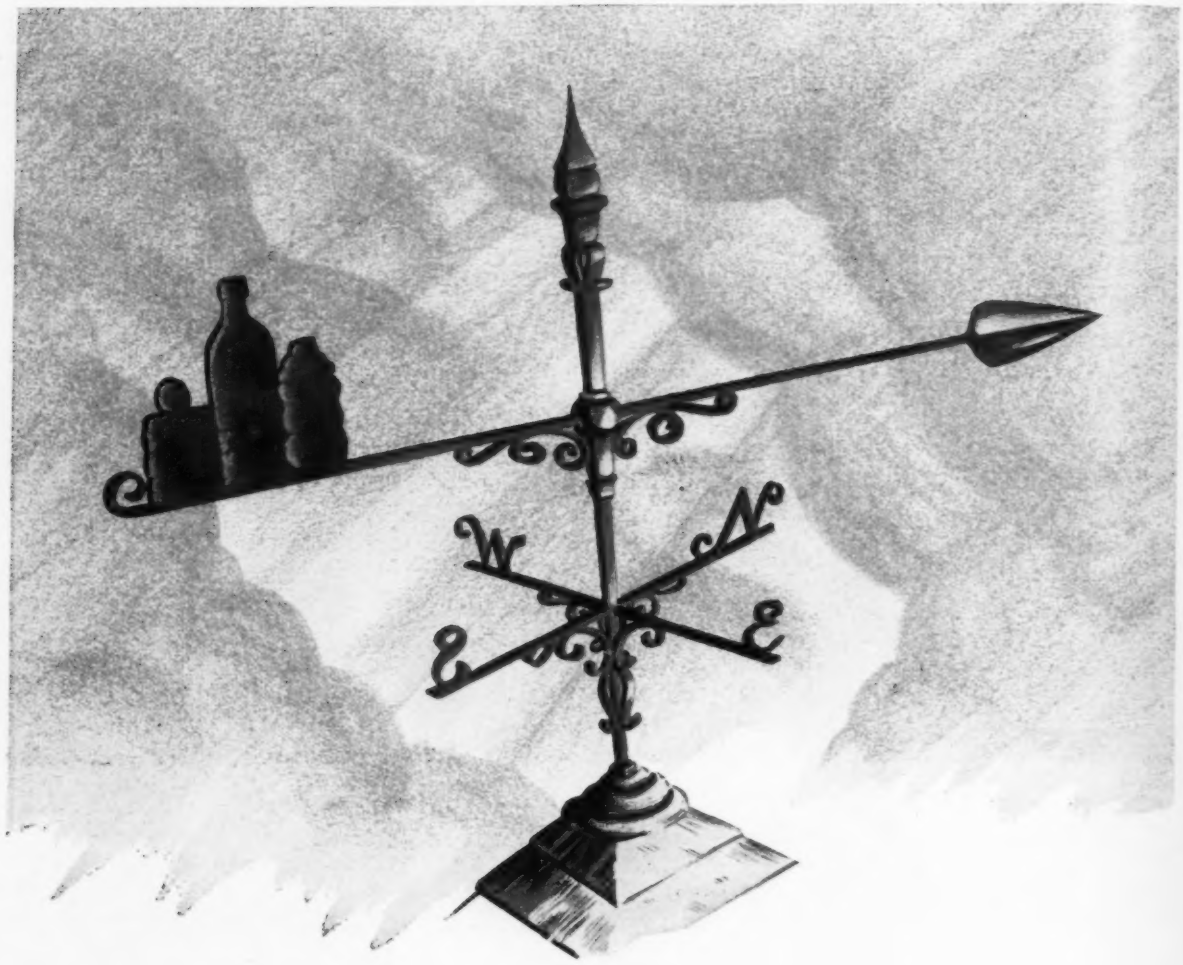
This raised a tough problem because these jars, like most conventional ware, had always been blown in a split mold. Despite the greatest care and skill in mold-making and glass blowing, no manufacturer had been able to prevent the formation of a tiny seam on each side of the finish where the two molds came together.

The loss in sealing vacuum caused by these seams was extremely small—under 1%. But as our customer wanted us to eliminate this slight seam, we called in our engineers, our designers, our mold-makers, our machine tenders and set to work.

The solution we eventually found looked so simple as to be obvious. We eliminated the seam by blowing the finish in a continuous, one-piece neck ring mold.

Finding the solution was actually the easiest part of the job. The mold had to be designed, then made. The glass-blowing machines had to be re-engineered, since we were making the bottle with a three-part mold, instead of two. Tenders had to be trained and many bottles rigorously tested to make sure they measured up to standard. Only because we had available many experienced men possessing a variety of specialized skills were we able eventually to achieve quantity production on this new, seamless finish bottle.

This same great reservoir of skills and experience, including engineers, package designers, chemists, physicists, carton engineers, and dozens of other highly trained specialists, is available to help you with your glass packaging problems. For quick assistance, or information about any of Armstrong's glass or closures, get in touch with your Armstrong representative, or write direct to Armstrong Cork Company, Glass and Closure Division, 3802 Prince Street, Lancaster, Pennsylvania.



Forecast: buyers' market!

One sound prediction anyone can make about business in 1947 is that it will see the return of the life-blood of business—COMPETITION—the factor that made America great, the surest sign of all that times are again normal. Competition is also a powerful reason for establishing relations with a supplier like Knox, whose service in manufacturing glass containers is used by packers and bottlers in the most highly competitive American industries.

EVERY *KNOX* Container A BOOST FOR YOUR PRODUCT

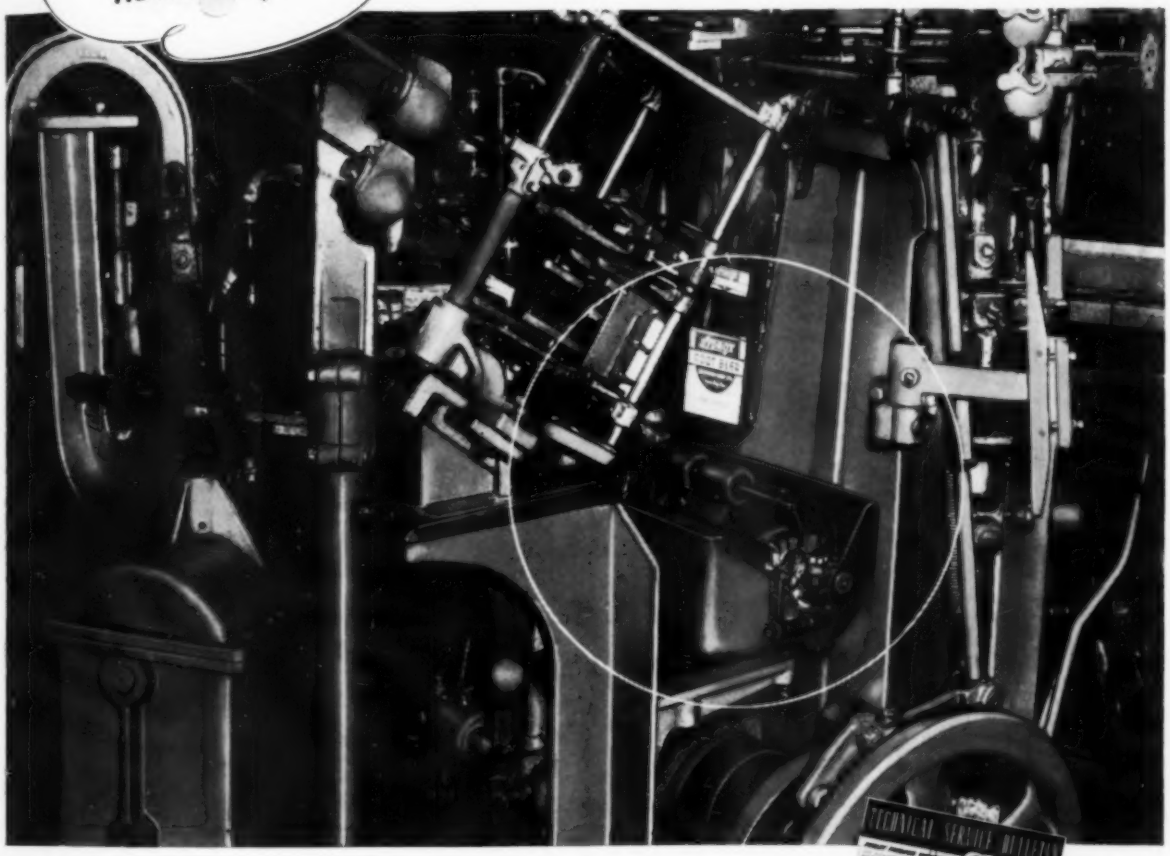
KNOX GLASS ASSOCIATES Inc., Knox, Pennsylvania

Knox Group operating Eleven Modern Plants strategically spotted throughout the United States

Paisley
SCIENTIFIC ADHESIVE SERVICE

NEW COOLER-PROOF GLUE

HOLDS LABELS *TIGHT* IN WET STORAGE



PACKERS of foods and drinks in glass subjected to refrigerator or wet storage should investigate this remarkable new Cooler-Proof label glue. For, it offers new assurance that labels will reach consumers neat, trim, INTACT . . tightly sealed to glass containers. Fine pre-war materials and war-developed Paisley scientific techniques were combined by our adhesive engineers to produce this better label glue. COOLER-PROOF is a jelly type, flexible, non-crystallizing glue with an unusually high degree of resistance to dampness and water immersion. Operates efficiently at speeds of 120 or more containers a minute. Economical . . a *thin* film gives maximum tackiness to hold labels in place. One glue pot filling usually serves the average labeling machine on a full 8-hour shift. Packed in 1, 5, 10, 30 and 55 gallon containers.

SEND FOR . .
FREE Technical Service Bulletin No. 15

Get this informative illustrated Bulletin which contains complete data about COOLER-PROOF Label Glue . . description and properties, how to use it, packings and prices, list of uses, and offers a free adhesive consulting service. Write or wire for your copy today!

PAISLEY PRODUCTS INCORPORATED

Manufacturers of Glues, Pastes, Resin Adhesives, Cements, and Related Chemical Products

1770 CANALPORT AVE., CHICAGO 16, ILL. ★ 630 W. 51st STREET, NEW YORK 19, N. Y.

Beauty of design that lends glamour to your product.

Sturdiness and durability that insures you against undue shipping loss.

Uniformity that means rigid adherence to high standards.

Dependability that insists that performance match the promise.

SUM IT ALL UP IN ONE WORD:

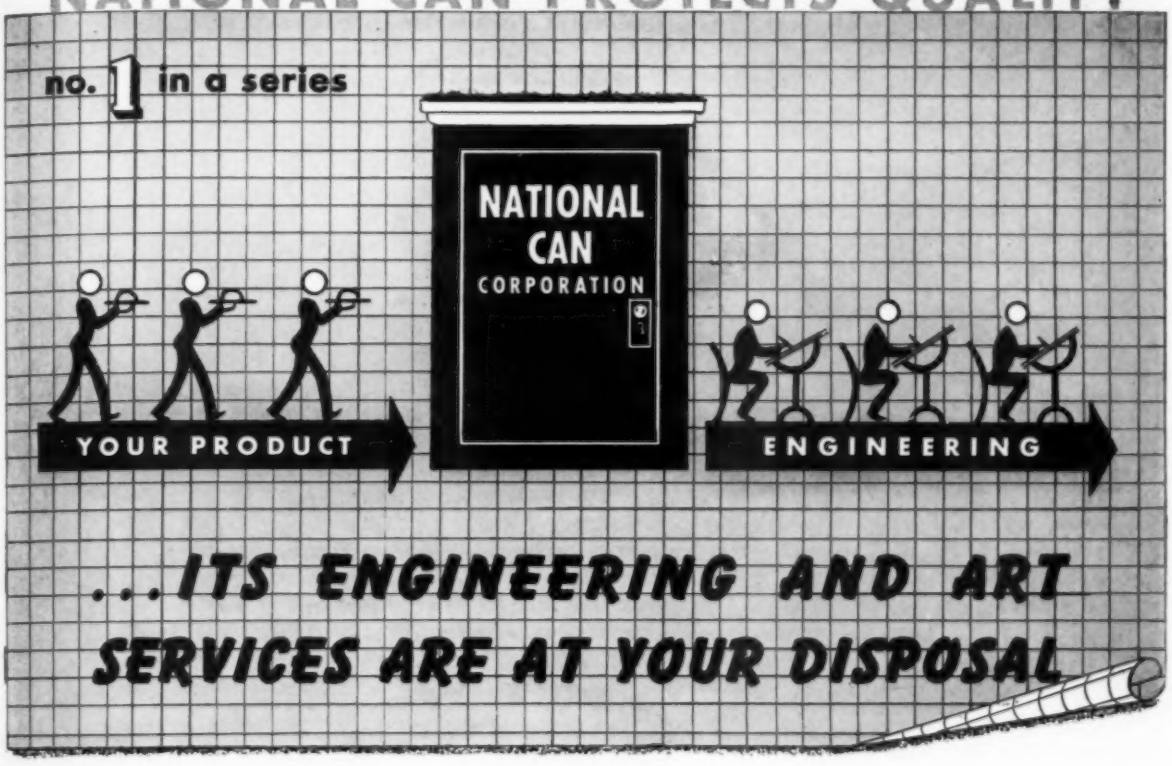
Quality---

100 years of experience and "know how" backs our sincere assurance of quality—in stock or private mould bottles, machine or hand made.

SWINDELL BROTHERS, Inc.

200 FIFTH AVE., NEW YORK ★ BALTIMORE 30, MARYLAND ★ ROBERTO ORTIZ • HAVANA, CUBA

NATIONAL CAN PROTECTS QUALITY


no. 1 in a series
NATIONAL CAN CORPORATION
YOUR PRODUCT
ENGINEERING
...ITS ENGINEERING AND ART SERVICES ARE AT YOUR DISPOSAL

In choosing a metal container, the nature of your product must be studied . . . its physical and chemical make-up . . . every factor involved in its transportation and storage. If you wish, our engineering department will help you match the can to its job — or our artists will apply their specialized knowledge to giving your product distinctive packaging with sales appeal.

With us, you draw upon almost a half century's experience with thousands of container customers . . . in tin plate testing for composition and metal structure . . . in sample sheet testing for size, thickness and ductility.

Future advertisements will feature the making of cans from coating and lithographing to shipping of finished containers. Step by step, these will show how National Can protects quality.

NATIONAL CAN CORPORATION

Executive Offices: 110 EAST 42nd STREET, NEW YORK 17, N. Y.

SALES OFFICES AND PLANTS IN: BALTIMORE, MD. · CHICAGO, ILL. · HAMILTON, OHIO · BOSTON, MASS. · INDIANAPOLIS, IND. · MASPETH, N. Y. · McKEESPORT, PA. · ST. LOUIS, MO.

FEW COLORS in the world are more subtle, delicate and complex than those of real Chinese jade. And few are more difficult to simulate with man-made materials. Yet man has accomplished this task with the lustrous colors of Plaskon plastics, in the cream jars now being introduced by one of America's leading cosmetic manufacturers.

This is another outstanding illustration of how Plaskon Molded Color can serve dual needs in manufacturing and sales promotion. Plaskon molding compounds can be transformed into almost any distinctive, practical shape or size of product, in clear, brilliant tones that are uniform and permanent. The hard non-porous surface of molded Plaskon will not tarnish, check or corrode. It is completely impervious to the effects of alcohol, acetone or other common organic solvents. It is not affected by oils, fats, or greases.

Write for free illustrated book showing many uses of Plaskon* urea-formaldehyde and melamine-formaldehyde molding compounds in manufacturing and merchandising.

*Reg. U.S. Pat. Off.

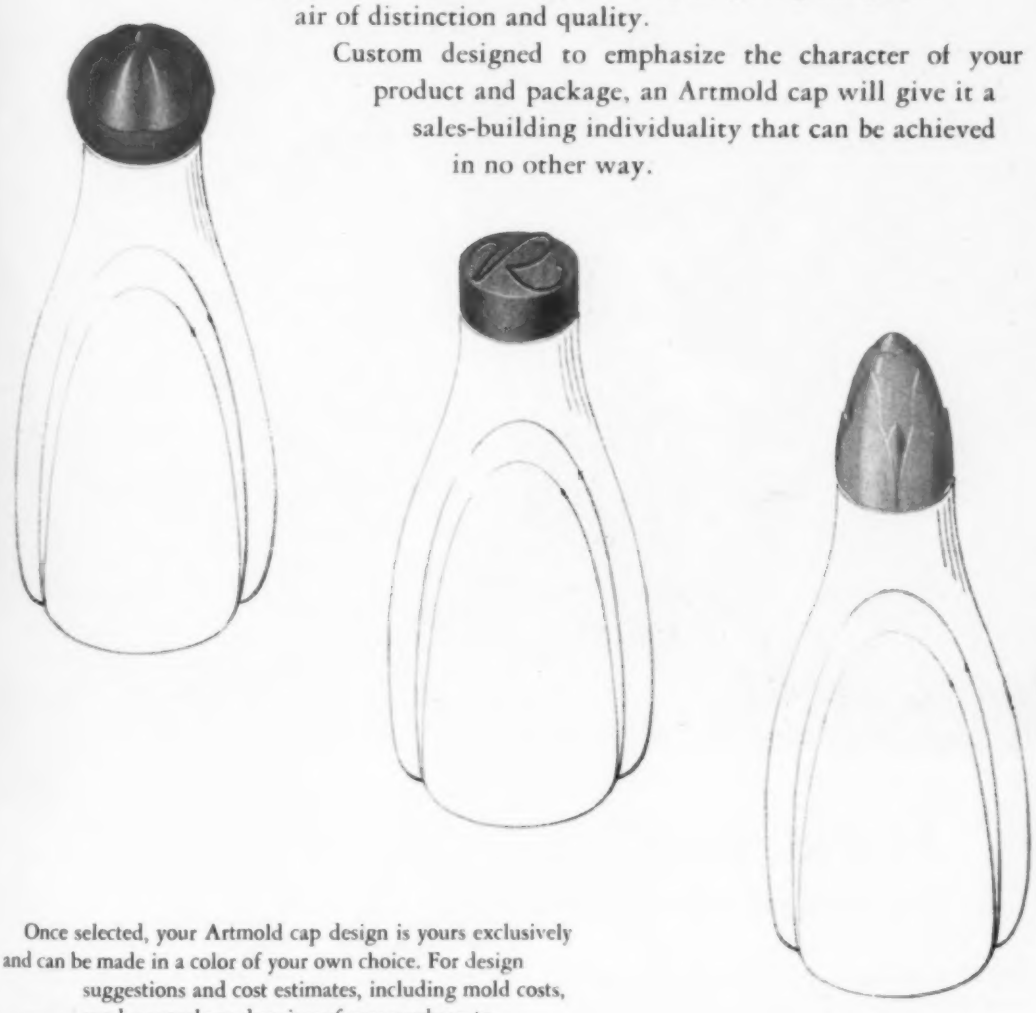
PLASKON
TRADE MARK REGISTERED
MOLDED COLOR

PLASKON DIVISION • LIBBEY-OWENS-FORD GLASS CO. • 2110 Sylvan Ave., Toledo, O. • Canadian Agent: Canadian Industries, Ltd., Montreal, P.Q.

Make a stronger bid for Sales with a Private Design Cap

Here are three Armstrong's Artmold Cap designs that may suggest ideas as to how you can give your package an air of distinction and quality.

Custom designed to emphasize the character of your product and package, an Artmold cap will give it a sales-building individuality that can be achieved in no other way.



Once selected, your Artmold cap design is yours exclusively and can be made in a color of your own choice. For design suggestions and cost estimates, including mold costs, send a sample or drawing of your package to Armstrong Cork Company, Glass and Closure Division, 1902 Prince Street, Lancaster, Pennsylvania.

ARMSTRONG'S *Artmold* CAPS
PLASTIC

Bottle No. 7314 is the ideal hand lotion bottle—the Empress closure, a decorative finishing touch.

IT PROTECTS AND BEAUTIFIES...

the container that's exactly right for your product!

The ideal package combines product protection with sales-attracting beauty and convenience. It's functionally suited to your product in every respect—the right size, the right shape, the right closure, *the right look.*

We suggest you look for this "exactly right" container in the stock Duraglas drug, chemical and toiletry line. There are more than 1400 different bottles for you to choose from...all are reliable protectors, as well as being lustrous backgrounds for a distinctive label.

After you've selected the container that fills your needs, choose an O-I closure, either plastic or metal—in businesslike black or brown, or a dressy pastel. It will complete a package that protects, beautifies *and sells* your product.

Duraglas TRADE MARK REG. U. S. PAT. OFF. CONTAINERS—Protectors of Quality

OWENS-ILLINOIS GLASS COMPANY, TOLEDO 1, OHIO Branches in Principal Cities

WINNERS

become famous when they win consistently

. . . says Robert Gair

GAIR FOLDING CARTONS are famous too, not only for constant outstanding performance on important high speed production lines, but for winning laurels consistently in the highly competitive markets of America. These distinguished "tailor-made" cartons are **GAIRanteed** to meet every speed and uniform precision requirement of the most modern high speed packaging machines.

REVELATIONS IN NEW PACKAGING MACHINES

Our research staff has assembled important wartime developments in the packaging machine industry. This information with many of the latest photographs, dramatically features a twenty-four page brochure, now available on request. Write today for your copy of "PRECISION PACKAGING."

GAIR

ROBERT GAIR COMPANY, INC., NEW YORK • TORONTO • PAPERBOARD • FOLDING CARTONS • SHIPPING CONTAINERS

Here at last!

AN UNLIMITED SUPPLY of

Rubber Bulb

Fine Mist

ATOMIZERS

20 MM cap

Fits most small size standard bottles.

HERE IS AN OPPORTUNITY FOR MANUFACTURERS and LARGE JOBBERS to purchase PRIVATE LABELED ATOMIZERS complete ready for shipment to their customers.

For the First time since the pre-war period, you can now purchase unlimited quantities of heavy duty, long lasting rubber bulb Atomizers—excellent for spraying perfumes, colognes, lotions, insecticides, moth-proofing liquids—and 101 uses.

All metal spray-head, beautiful chrome finish, not affected by most types of liquid ingredients—high pressure live rubber bulb expels a 24 inch *fine* mist.

Individually Packaged in clear transparent air tight sealed cellophane bag—with or without your name on each individual package.

Minimum orders accepted—200 dozens

$6.00 per dozen—F.O.B.

10 days net on established credit

MILLER PROTECTO PRODUCTS CO.

1317 S. Westnedge Avenue, Kalamazoo, Michigan

PAPER BOXES

FANCY SET UP BOXES
and
FOLDING CARTONS

MANUFACTURED TO YOUR SPECIFICATIONS

Send sample box or drawing with sample of the content. We can also place the facilities of our designing department at your disposal and create a new package. Advise quantities and delivery dates required. Quotations furnished.

SPECIALISTS IN JEWELRY
and
COSMETIC PACKAGING

•

AFFILIATED BOX & PRINTING CO.

Sales Office

330 S. Wells Street • Chicago 6, Ill.

Phone HAR. 3507

LOOKING FOR TIME AND LABOR-SAVING IDEAS?

Get this new Free Ever Ready Label Catalog!

Page after page of practical ideas for the smoother, safer, simpler functioning of all departments from office-to-factory.

Have a copy on the desk of all your key men!

Write today for a FREE COPY.

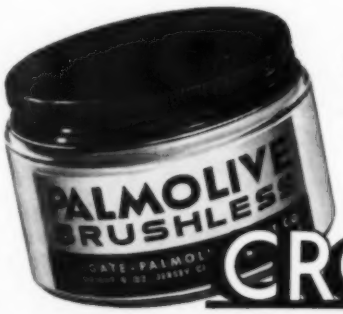
EVER READY Label CORP.

149 EAST 25th STREET NEW YORK 10, N. Y.

. . . just goes to show you how smart the young folks are these days. When a man is faced with a job that he will have to tackle 'most every day for the rest of his life . . . there's nothing like getting off to the right start. Young or old, the Palmolive Brushless habit is the mark of an experienced shaver.

Experienced manufacturers turn to Crown Screw Caps for satisfaction. The Crown Screw Cap used by Colgate-Palmolive-Peet for its Palmolive Brushless just has to do a perfect job of sealing. It has a specially developed liner of aluminum foil and, like all Crown Screw Caps, has the patented Deep Hook Thread construction for greater sealing efficiency.

Crown Cork & Seal Co., Baltimore 3, Md. *World's Largest Makers of Metal Closures.*



CROWN CLOSURES

If you want Product Visibility . . .

Why keep your customers guessing about your product?

Lusteroid vials and tubes provide the modern, practical way to package your product so that it can be seen as well as protected.

These feather-light, crystal clear containers are strong, rigid and unbreakable. They come in all colors of the rainbow—clear and opaque—and can be printed so that labeling becomes an integral part.

Lusteroid saves you money in other ways too. Light weight cuts shipping and handling costs. In fact, the savings soon pay for the packaging program.

Sizes from ¼ to 1-¼ inches in diameter and lengths up to 6 inches. Cork, slip-on, and screw-cap closures.

Write for complete details.

LUSTEROID CONTAINER CO., Inc.
Formerly Lusteroid Division of Sillcocks-Miller Company

Office and Factory
10 W. PARKER AVENUE, MAPLEWOOD, N. J.
MAILING ADDRESS: SOUTH ORANGE, N. J.

MERITA
LAMBSWOOL PUFFS

. . . are preferred wherever fine packages are prepared. Any size or shape for face and bath powder, compacts and rouge.

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What is it that makes cartons of *Coated* Lithwite stand out on shelves and counters? It's the stand-out *quality* of this famous clay-coated board. Made in one straight-through operation under the most exacting technical controls, *Coated* Lithwite comes from the machine with a coating of unvarying thickness and evenness. This finer, brighter board is the result of 8 years of Gardner-Richardson know-how in producing it. Teamed up with Gardner-Richardson carton craftsmanship, it means cartons of exceptional brilliance, crispness and display appeal. While production is currently sold up, why not let us show you, *now*, how *Coated* Lithwite offers a practical means of upgrading *your* cartons, as it has for so many mass merchandisers?

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A product of THE GARDNER-RICHARDSON CO.

Manufacturers of Folding Cartons and Boxboard, Middletown, Ohio

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Protective packaging for pharmaceuticals and drugs not only protects the product itself — but the valued name of the maker as well. Protecting the name of the maker is a matter of correct package design — the **right** combination to guarantee repeat sales — and **new** sales — to extend market position.

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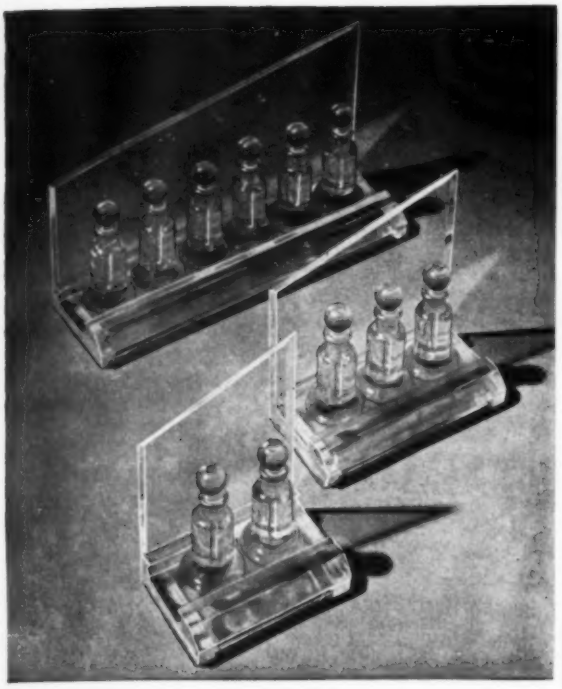

Put your perfumes on Dress Parade!

Your product snaps to quick, lively customer attention when it is displayed on the latest Richford Tester Stand.

Specially Designed Stands

Note the simple, graceful lines of the Richford Stands, designed in sparkling clear plexiglass. Notice how brilliantly they set off the distinctive Richford Testers, fashioned of finest 400 grit, fire-polished glass with elongated glass stoppers!

Immediate Delivery Promised

Richford Stands, attractively imprinted with your name in any color, if you wish, are supplied in four sizes, to accommodate two, three, four or six Richford Testers in either one or two-dram capacity. Both stands and testers are available for immediate delivery through the Richford Corporation.

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- Tartaric Acid
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—and many other chemicals

no. 10 in a series:

TARTARIC ACID

AMERICAN production of tartaric acid goes all the way back to Civil War days. Then Chas. Pfizer & Co., Inc., already well established as manufacturing chemists, imported as raw material crude "argols" which are by-products of European wine-making countries. Today Pfizer utilizes domestic argols to supplement requirements.

The roles of tartaric acid have changed . . . have become more numerous and diversified with the years. More and more industrial applications have been added to its earlier use in pharmaceuticals and by the food industry. To mention two of many newer uses, the acid serves in cleaning and polishing metal surfaces . . . in preparing dyes.

But one essential of Pfizer tartaric acid has not changed. That is the policy behind the product's preparation — insistence upon purity and uniformity.

Chas. Pfizer & Co., Inc., 81 Maiden Lane, New York 7, N. Y.; 444 West Grand Avenue, Chicago 10, Illinois; 605 Third Street, San Francisco 7, Cal.

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NEWS...

Bates Elected President of Ciba

Dr. Joseph S. Bates, has been elected president of Ciba Pharmaceutical Products, Inc. He succeeds J. J. Brodbeck, who recently resigned as president to return to Switzerland.

Dr. Bates was graduated from Yale

DR. JOSEPH BATES

in 1912 and received his Doctorate in chemistry from Yale in 1915. He has been engaged in the chemical industry for the past thirty years, having been connected with the Calco Chemical Company, the National Aniline Company, and the Bates Chemical Company, of which he is president.

He served in the Army in both World War I and World War II. In World War II he served in the administration of exportfcontrol and on the War Production Board. In 1945 Dr. Bates was sent by the War Department to Germany to study and report on the I. G. Farben plants in the American Zone of Occupation.

Tombarel Celebrates 10th Year

Tombarel Products Corp., New York, has just completed the tenth anniversary of the company, during all of which time it has been under the management of L. J. Zollinger, President. As part of the plans for future expansion of the company, Dr. Paul Muhlethaler, son of the late Th. Muhlethaler, has joined the company as vice-president and assistant manager. Dr. Muhlethaler who was born and educated in Switzerland, took his degree in chemistry at the University of Geneva, and has since been in the perfume and perfume material business here and abroad. He has been in the United States since 1941. In his new position, Dr. Muhlethaler will supervise the production of the company's present products as well as research in the creation of new products. William Fairhurst who last year rejoined the company after his discharge from the Army where he served as a Lieutenant in Sicily, France and Germany, and who has been with the company since its inception will direct sales in the Eastern States and Canada. Alphonse Pillet will continue to handle metropolitan sales. H. Miller, assistant treasurer, who has been with the company since its inception will continue in that capacity.

Bonyun Heads Daggett & Ramsdell

William Bonyun, has been elected president of Daggett & Ramsdell, New York, and Daggett & Ramsdell Ltd. He succeeds F. W. Moss, who will stay

WILLIAM BONYUN

with the company for one more year in an advisory capacity.

Mr. Bonyun has named three new sales managers; Don Wark, head of the Eastern division; William Goodnow, Mid-Western division head, and W. G. Miksche, Western division head.

Herwick Joins Whitehall

Dr. Robert P. Herwick, medical director of the U. S. Food and Drug Administration, has been appointed as medical director of the Whitehall Pharmacal Company.

Dr. Herwick's responsibilities with Whitehall will be primarily of the same nature as his work in Washington during the past eight years—directed towards insuring the public highest quality standards in drug products. As part of Whitehall's over-all program in this direction, Dr. Herwick will supervise all product control and research, including development of new products.

In addition to his work with the Food and Drug Administration since 1938, Dr. Herwick was American delegate to the London Conference, sponsored by

DR. R. HERWICK

the League of Nations in 1944, for the establishment of an international Standard for penicillin.

In addition to his years of medical public service, which began as Wisconsin State Toxicologist in 1930, Dr. Herwick brings a unique academic background to his new position. He is a chemist, doctor and lawyer, his university degrees including an LL.B from Georgetown University in 1939, an M.D. from the University of Chicago in 1936, a Ph.D. and M.S. from the University of Wisconsin in 1928 and 1930.

Smith, Kline & French Advance Three

W. Furness Thompson, executive head of research, has been elected vice-president of Smith, Kline & French Laboratories, Philadelphia.

At the same time, the company announced promotion of two officials of its subsidiaries for foreign pharmaceutical operations, Inter-American Corporation and the International Company. F. M. Rivinus, formerly export manager, has been elected executive vice-president of the two subsidiaries, and Carmela M. Correale, formerly assistant manager, has been elected a vice-president.

Sharp & Dohme Appointments

The appointments of E. W. Metzger as manager of domestic branches, and Frank Walton as manager of sales training have been made known by R. O.

E. W. METZGER

Lohrberg, general sales director for Sharp & Dohme, Inc.

Mr. Metzger has been with the company since 1910. He started as a shipping clerk in the Dallas branch and became manager of other branches with the passage of the years. Named branch field director in 1944, he was given the responsibility for all the Company's

FRANK WALTON

domestic branches and continued in that capacity until his present promotion.

Mr. Walton joined Sharp & Dohme in 1933 as a sales representative in Amarillo, Texas. In 1938 he was appointed assistant sales manager of the Company's Chicago district sales office and made manager in 1940. He was appointed sales training supervisor in 1945.

Penick Folder

S. B. Penick & Company, New York, has brought out a new folder which lists its complete line of essential oils and aromatic chemicals. Copies may be had on request by writing S. B. Penick & Company, 50 Church Street, New York 7, N. Y.

Baxter—Drug Sales Director

G. M. Baxter has joined McCormick & Co. Inc., of Baltimore, as director of drug sales. He was formerly with the Emerson Drug Co.

Heyden Acquires Nyal

Acquisition by the Heyden Chemical Corporation of the Nyal Company, one of the nation's largest drug distributors, has been announced.

B. R. Armour, president of Heyden, said his company has obtained more than 99 per cent of the outstanding common stock of the Nyal Company from Sterling Drug, Inc., for an indisclosed sum.

Five Heyden officials have been elected to the Nyal board of directors to replace Sterling personnel. In addition to Mr. Armour, they are Dr. R. W. Harris, Heyden vice-president; Paul Van Der Stricht, secretary; Dr. Gregory Stragnell and Dr. H. A. Cheplin, president of the Jamieson Pharmacal Company, Detroit, a drug firm which was acquired by Heyden in 1945.

Harrower Labs. Expand

John L. Johnston, president of the Lambert Company, and Dr. Robert B. Haining, executive vice-president of the company's wholly owned subsidiary, the Harrower Laboratory, Inc., have made known plans for the expansion of Harrower.

A 23 acre plant site was purchased in Glendale, Cal., and will contain the most modern equipment, with special emphasis placed on applied research and control.

Also announced were the names of prominent young drug executives who have been added to direct the program. R. D. Hetterick becomes vice president and director of sales, and Robert T. Conner, Ph.D., becomes vice-president in charge of research and development. C. A. Halm, vice-president in charge of production; G. J. Straub, chief chemist; Frank J. Corbett, director of new product development and market research; and James R. Brent, advertising manager, H. C. Nelson, Jr., continues as vice-president of finance and accounting.

Haley Joins Vincent, Christina

Frank L. Haley, M.D., until recently associate professor of biological chemistry, Long Island College of Medicine, has joined the staff of Vincent Christina & Company, Inc., as medical director and supervisor of the laboratories.

Haring Joins John Powell & Co.

Dr. Robert C. Haring, associated for more than thirteen years with the National Aniline Division of Allied Chemical & Dye Corporation, has joined John

DR. R. C. HARING

Powell & Co., Inc., New York. He will be connected with the company's insecticide and herbicide research organization.

Dr. Binkley Appointed Director

Dr. Stephen B. Binkley has been appointed assistant director of research

DR. S. B. BINKLEY

of Bristol Laboratories Inc., Syracuse.

A graduate of Eureka College, Dr. Binkley received his Ph.D. from the University of Nebraska in 1938 for a thesis on organic chemicals. He was a senior research chemist in the St. Louis University School of Medicine from 1938 to 1941 and was with the chemical research department of Parke, Davis Co., from 1941 to 1945. He joined Bristol Laboratories in 1945.

Bristol Labs Moves to Syracuse

The export department of Bristol Laboratories Inc., moved from New York to Syracuse February 1, Franklin H. Bivins, vice-president and general manager has announced.

Chemically balanced Rochelle Salt starts with a specific climate

Available again are those high-grade bitartrate argols, long associated with the exacting quality standards of Baker's Rochelle Salt.

Only in one European area is there a combination of soil, sunshine and growing weather that will produce grapes for bitartrate argols acceptable to Baker.

For chemically balanced Rochelle Salt starts with exacting raws made possible in a specific climate.

If you manufacture a drug or pharmaceutical product that requires neutrality or chemical balance of each component part of Rochelle Salt, you will be interested in Baker's current production of this material.

Baker's Rochelle Salt dissolves quickly in solution. There is freedom from insoluble matter and heavy metals to an unusual degree. There is chemical balance between the alkali metals, Potassium and Sodium, and Tartaric Acid.

Whether you order Baker's Rochelle Salt, U.S.P., in granular or powder form, you will appreciate its uniformity of chemical and physical characteristics. Samples and quotations gladly sent upon request.

J. T. Baker Chemical Co., *Executive Offices and Plant:* Phillipsburg, N. J. · *Branch Offices:* New York, Philadelphia, Boston and Chicago

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Baker's Chemicals

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TABACÈNE, developed from a recently [discovered] aromatic, is intrinsically different from any existing odor—a new principle in perfumery. Its dry wood-notes, its subtly-animal, tangy aroma of rare tobaccos distinguish TABACÈNE as one of Fleuroma's most fascinating bases. It has warmth without sweetness, power without harshness. And with its amazing, months-long lasting power, TABACÈNE provides both character and undreamt-of fixation.

TABACÈNE $75.00 lb. TABACÈNE A $45.00 lb. TABACÈNE P $22.50 lb.

FLEUROMA INC 73 SULLIVAN ST · NEW YORK 12 N Y

Chicago Office: 919 N. Michigan Avenue. Phone: Superior 2829

Clarey and Lathrop Advanced by Bristol-Myers

John J. Clarey, Jr., and Palmer J. Lathrop were elected assistant vice-presidents of Bristol-Myers Company, at a meeting of the board of directors.

Mr. Clarey joined Bristol-Myers in 1931, as foreign advertising manager.

J. CLAREY JR.

In 1942 he served in New York and Washington as chief of the Latin-American Radio Division, Coordinator of Inter-American Affairs.

Since the war he has had charge of new product development for the Company and in 1945 was appointed new products coordinator.

Mr. Lathrop, plant manager of the Bristol-Myers, Hillside, N. J., plant, came with the Company in 1931. In 1942 he joined the Army and served with the air Forces in Alaska.

Lennard to Handle Minipoo Sales

Cosmetic Distributors have appointed Jules Lennard, to handle the administration of sales and advertising for Minipoo Dry Shampoo.

Shiftan Made Vice-President

Ernest Shiftan has been elected a vice-president of van Ameringen-Haebler, Inc. Mr. Shiftan has been a member of the corporation in the capacity of perfumer since 1939. Prior to his association, he was a consultant in Paris, affiliated with the French perfume industry for many years.

Mr. Shiftan's activity in the perfume field dates back to 1919, when he received his degree as chemical engineer in Vienna. Several important aromatic chemicals and processes in general use today were developed in his Paris laboratories, and his contributions to the industry both in Europe and America have been significant.

Hoosier Appoints Dixon

In line with its expanded sales promotional sales campaign, Hoosier Pharmacal Company, Indianapolis, has appointed Louis E. Dixon as sales and advertising manager. Mr. Dixon was formerly with G. F. Harvey Company and the R. J. Strassenburgh Company in similar capacities.

Twombly Appointed Director

W. F. Twombly has been appointed technical director of the Witco Chemical Company, a new position created because of Witco's expanding manufacturing and research activities.

A. P. A. Elect Officers

Officers of the American Pharmaceutical Association for 1947 were elected by mail by the members of the association. They will be installed at the annual convention to be held in Milwaukee the week of August 24, 1947.

Those elected were: Sylvester H. Dretzka, president; Augustus J. Affleck, first vice-president; Roy L. Sanford, second vice-president, and Bernard V. Christensen, H. A. B. Dunning, George A. Moulton were elected as members of the council for a term of three years.

Scoppettone Joins Warner

Orr Scoppettone, formerly manager of the J. W. Thompson Latin American radio department has joined the foreign advertising department of William R. Warner & Co., Inc.

Dr. Tenney Rejoins Carbide and Carbon Chemical

Dr. A. H. Tenney has returned to the New York offices of Carbide and Carbon Chemical Corporation, as a technical representative for the Fine Chemicals division. He will specialize in the development of markets for new chemicals

DR. A. H. TENNEY

being developed by the research laboratories.

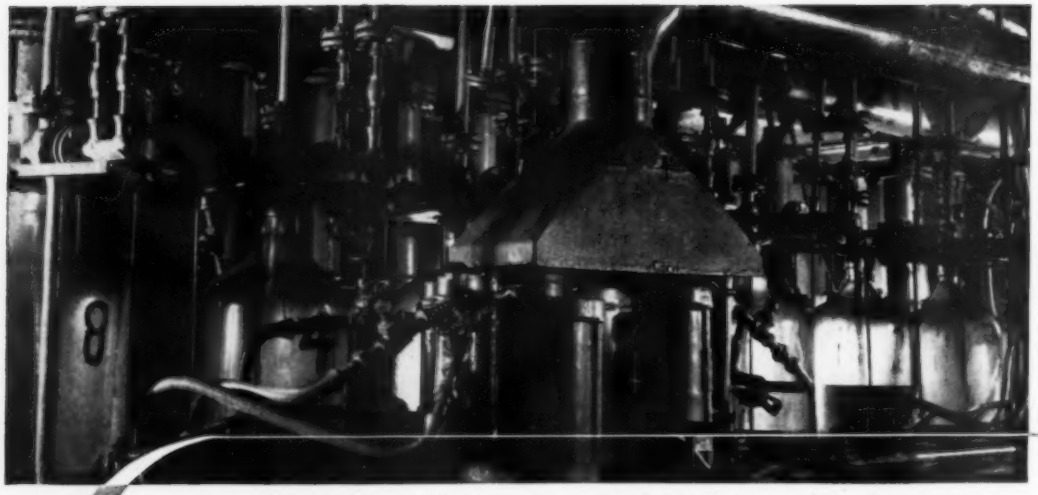
Dr. Tenney was for three and a half years with the Manhattan Project at Oak Ridge, Tenn.

Heyden Memphis Plant in Production

Production of chlorine, caustic soda and hydrogen at the new Memphis plant of the Heyden Chemical Corporation is now under way, officials of the company have disclosed.

Annual capacity of the plant will be 14,000,000 pounds of chlorine, 30,000,000 pounds of liquid caustic soda and 75,000,000 cubic feet of hydrogen.

Meeting of the Alexandra de Markoff Company salesmen and special representatives at the Waldorf Astoria, New York. Seated in the center is Herman L. Brooks, who heads the firm.



Samples of benzyl chloride are drawn off during distillation, for inspection and test, to assure conformity with Hooker high purity specifications.

For Compounds Containing $C_6H_5CH_2$— Use Hooker Benzyl Chloride

The list of chemicals that can be made with Benzyl Chloride includes almost every compound that contains the $C_6H_5CH_2$—group.

Benzyl Chloride is so reactive that it will give up its benzyl group in many different types of reactions. Friedel Crafts reactions are readily carried out, a typical one being the preparation of diphenyl methane by reacting benzyl chloride and benzene in the presence of aluminum chloride.

It may be reacted with alcohols to produce mixed ethers.

An example of the introduction of the benzyl group into an amino compound is its reaction with aniline to form benzyl aniline.

The benzyl group replaces sodium in reactions of benzyl chloride with sodium cyanide or sodium sulfhydrate.

Esters are readily prepared by reacting the sodium salt of the acid with benzyl chloride.

For uniform results without operating difficulties be sure to use Hooker Benzyl Chloride. Hooker maintains careful control of manufacture and strict adherence to high standard specifications to make sure that all shipments are up to the same uniform high purity.

TYPICAL DATA

BENZYL CHLORIDE
(omega chlortoluene) $C_6H_5CH_2Cl$

DESCRIPTION:
Clear, colorless to light yellow liquid having a pungent odor. Infinitely miscible with alcohol and ether; immiscible with water.

PHYSICAL DATA:

Ml. Wt.	126.5
F. P.	—43°C
B. R. 5° or less incl.	179.4°C

USES:
In manufacture of chemical intermediates, dyestuffs, perfume bases, plasticizers, resins, wetting agents, rubber accelerators, gasoline, gum inhibitors, pharmaceuticals.

For further information on Hooker Benzyl Chloride and other Hooker intermediates ask for Bulletin 320 on your company letterhead.

From the salt of the earth

HOOKER ELECTROCHEMICAL COMPANY

13 FORTY-SEVENTH ST., NIAGARA FALLS, N. Y.
New York, N.Y. Wilmington, Calif. Tacoma, Wash.

HOOKER CHEMICALS

Caustic Soda Paradichlorbenzene Muriatic Acid Chlorine Sodium Sulfide Sodium Sulfhydrate

Lo Bue Forms Own Company

Philip J. Lo Bue, for the past six years director of the chemical sales division, Michigan Chemical Company, has resigned to form his own company.

PHILIP J. LO BUE

The new organization, which has offices at 70 E. 45 St., New York, will be known as Philip J. Lo Bue Company, Chemicals. Telephone Murray Hill 5-4611, 4612.

Herbert Hodges Retires from Monsanto

The retirement of Herbert M. Hodges, director of the foreign department of Monsanto Chemical Company from 1941 until October, 1945, and since then overseas director of the company, has been announced.

Mr. Hodges, a native of Gloucestershire, England, was a foreign representative of Monsanto and other companies in the Far East from 1919 until 1936, when he undertook travel and sales development for Monsanto on a free lance basis.

He had reached the retirement age on October 1, 1945, but remained with the company with the title of overseas director until the completion of a special mission to China, India, South Africa, Malaya and the East Indies.

Monsanto Advancements

Appointment of F. B. Langreck as technical advisor and J. M. Graham, Jr., and W. Kenneth Menke as assistant directors of Monsanto Chemical Company's general development department has been made known by Robert Semple, director of the department.

Mr. Langreck is one of Monsanto's senior technologists. He will serve in an advisory capacity in major process and project studies.

Mr. Menke will be in charge of the technical scouting and liaison section in the department. He joined Monsanto as a chemical engineer in 1935, after graduating from Washington University in 1932, and served successively as production department supervisor and research group leader before joining the development department.

Mr. Graham will be in charge of the department's chemical engineering and project evaluation section. He graduated from the University of Virginia in 1927 and joined the company as a junior research chemist in 1934, advancing to research chemical engineer and chief chemical engineer of the phosphate division before joining the development department as principal project engineer.

Collins Named Director of Norwich

Edson W. Collins has been named director of purchases of The Norwich

EDSON W. COLLINS

Pharmacal Company and its subsidiaries. Mr. Collins replaces Guy L. Marsters, who will now devote his full attention to the increasing activities of Norwich's export and manufacturers' sales division.

Mr. Collins is a graduate of the Massachusetts Institute of Technology with an engineering degree. He joined Norwich in 1936 as assistant purchasing agent, and was named purchasing agent in 1940.

Bristol-Myers Buys Ammen Co.

Bristol-Myers Company, has purchased the assets of Charles Ammen Company, Ltd., of Alexandria, La., manufacturers of Ammen's Antiseptic Powder.

Clarence Pierson, Jr., former managing director of the company, will continue under Bristol-Myers management as sales manager. T. Gaines Slaughter, for many years a member of the Bristol-Myers sales organization, has been named general manager of the Alexandria plant.

Karl Voss Corp. Expands

The Karl Voss Corporation, division of Shoup-Owens, Inc., has leased a new factory at 340 Claremont Ave., Jersey City, as part of a program of expansion to increase facilities for the manufacture of fine quality hand made cosmetic and perfumery boxes. This and another branch plant in operation at Hackensack, N. J., together with the main division at Hoboken, N. J., will provide a well rounded service for the production of handmade boxes.

Torigian Labs. Expands

Torigian Laboratories, Inc., Queens Village, N. Y., manufacturers of chemotherapeutic agents in ampuls and vials for parenteral administration, is progressing in its expansion program, having recently occupied newly erected research and ampul manufacturing laboratory, its second unit now under construction is nearing completion.

Hartz Joins Orbis

George Hartz, has joined Orbis Products Corporation, New York, in a technical sales capacity, according to an announcement by Charles J. A. Fitzsimmons, president. Mr. Hartz, formerly chief chemist for John Powell & Co., Inc., will be engaged in technical sales work in insecticides, and will also do research on new products.

GEORGE HARTZ

A 1927 graduate in Industrial Chemical Engineering, from Pratt Institute, Mr. Hartz did several years of post graduate work at Brooklyn Polytech Institute.

Noel Advanced by Bristol

Roland H. Noel has been appointed director of control for Bristol Laboratories Inc. Mr. Noel, who joined Bristol last year, was formerly chief control

ROLAND NOEL

chemist at Burroughs-Wellcome Company. He was graduated from Massachusetts College of Pharmacy in 1939, after majoring in pharmaceutical chemistry. He held a teaching fellowship for two years and received his Master's degree from the same college in 1941.

Oliver Named Manager of Glycerine Sales

C. Clyde Oliver has been named glycerine sales manager of Lever Brothers Company, Walter W. McKee, vice-president in charge of sales has announced.

Mr. Oliver, joined the staff of Lever Brothers in 1925, and has been field manager of the glycerine sales division since 1932.

Polak's Frutal Acquire New Factory

Polak's Frutal Works, Inc., Long Island City, N. Y. have acquired a factory at Middletown, N. Y., as part of the firms expansion policy.

This new site covers an area approximately four times that of the location of the company's factory in Long Island City. It will relieve the smaller plant of the burden it has been carrying during and since the war. It was during this period that it was necessary to manufacture many materials destined for domestic and foreign consumption at the Long Island City plant as the firm's large factory at Amersfoort, Holland, was occupied by the enemy.

Breslauer Elected President

Milton K. Breslauer of the A. Breslauer Company was elected president of the National Beauty and Barber Manufacturers' Assn., succeeding Edward J. Breck of John H. Breck. Inc., at the annual convention at the Palmer House, Chicago.

J. H. Welsh of the Lucky Tiger Mfg., Co., has been named first vice president, and Phil D. Spaeth of Realistic Permanent Wave Machine Co., Wm. H. H. Davis of Duart Mfg. Co., Ltd., Paul R. Mulvaney of Vienna Beauty Products Co., and Karl H. Mamlok of Turner Hall Corporation, were elected second, third, fourth and fifth vice presidents respectively.

Arthur M. Arthur of Bobby Trading Co., continues as secretary, and Harold F. Bertrand of Conti Products Corporation as treasurer.

Shown at a sales convention of the combined sales forces of Victoria Ltd., and Duncan Storm Ltd., seated left to right: H. C. Richardson, president of cargo, Tom Jones, John Tims, Harold Boggins, Emery Christiesen, Manuel Saaverda. Standing: Alfred A. McKelvy, William Swartman, Vincent Mora, William Collier and Joe Robinson.

Nash Named to Board

Raymond A. Nash has been elected to the board of directors of William Peterman, Inc., insecticide manufacturers. Mr. Nash who is vice-president

RAYMOND A. NASH

of the Company, is in charge of production. He is a graduate of the Carnegie Institute of Technology.

Chilson on Construction Costs

Francis Chilson, well-known in drug industry production management, in a recent speech said that construction conditions are stabilizing. He believes materials and supplies will be available by the end of 1947.

In his talk before the Lakeside Laboratories' Eastern regional salesmen, Mr. Chilson explained that the Milwaukee pharmaceutical company's new plant will be completed in 1948. Construction costs will not go down for some time, he said, but on the other hand, he was quite certain they would not go higher. Chilson's observations have led him to believe that it is at least twice as expensive to build today as compared with the pre-war period.

Other speakers at the meeting were president Evan P. Helfaer, of Lakeside Laboratories, Harry Phibbs of the Harry C. Phibbs Advertising Co., Dr. Shepard Shapiro and William T. Doyle, director of production development and marketing of Lakeside Laboratories.

Conley Leaves Rexall

C. J. Conley has retired from the Rexall Drug Company and Harold F. Coleman will take over Mr. Conley's former duties as buyer of drug and cosmetic glassware, caps, tubes and other finishing materials. Mr. Coleman has been with the company for almost thirty years and up to the time of his new assignment was manager of the packaging division.

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U.S.I. CHEMICAL NEWS

February ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1947

Sulfanilamide Activated By Urea and Urethan

Sulfanilamide in quantities insufficient to inhibit growth of bacteria becomes bacteriostatic when mixed with urethan or urea, according to a paper published recently. In addition, the author states, urethan increases the solubility of sulfanilamide at least two times and of sulfathiazole at least three times. The report also indicates that urethan improves the action of penicillin, particularly in the treatment of mixed infection of wounds.

Increases Soap Lather

To improve the lathering of soap, a method has been devised which consists of treating the soap with nitric oxide prior to the salting out process. The soap afterward was said to give a thicker and finer lather than without this treatment.

THE MONTH IN TEXTILES

A flameproof, mothproof, and non-shrinking wool is said to have been developed . . . Limited commercial production of nylon staple fiber — a material claimed to have outstanding properties of strength, abrasion resistance, and dimensional stability — is announced . . . A method for lubricating fibers at a stage prior to spinning is patented . . . Congress will be asked to enact a law forbidding interstate transport of highly flammable textiles, according to a reputable source . . . A waterproof and stainless fabric is marketed which is said to need no special stitching . . . A report on synthetic fiber developments in Germany is made available . . . The British announce a new organization to undertake research into the growing and breeding of cotton . . . A device is produced which accurately determines the amount of moisture in wool . . . A new finishing agent for cotton and rayon fabric, described as a water-soluble gum finish of low viscosity and good stability, is manufactured . . . A new dry-cleaning fluid is placed on the market.

New NF VIII Available

The new, completely revised and enlarged National Formulary has just been issued. It is said to represent the culmination of four years of planning and work by the Committee on National Formulary, the staff of the American Pharmaceutical Association Laboratory and hundreds of collaborators.

Ups Starch Solubility

The solubility of starch in aqueous solutions is said to be increased by a process patented recently. The process consists primarily in treating the starch with a soluble inorganic chlorite under prescribed conditions of heat and pressure.

New Shampoo Stabilizer

The turbidity tendency of shampoo compositions can be decreased notably by the use of a stabilizing agent, described as an anion-active salt of a monoalkyl sulfate, according to a recent patent. Lathering power is said to be unimpaired by the stabilizer.

1946 Advances in Drug Field Used Many U.S.I. Chemicals

Intermediates, Solvents, and Other Chemicals Supplied for Amino Acid Therapy, and Treatment of Leukemia, Malaria and Ophthalmia

The cascade of "wonder-drugs," fed by seven years of intensive war-time research, swelled last year as new pharmaceuticals hit the market and as "top-secret" labels were removed from many war-time developments. During the year, U.S.I. continued to supply the pharmaceutical industry with many chemicals, intermediates, and solvents. Among its major contributions was a new low-cost method for synthesizing the up-to-then rare and expensively-priced methionine, a vital amino acid for which wide use is foreseen in human foods, animal feeds, and the treatment of various diseases.

Also introduced last year were new therapies for periodic ophthalmia and leukemia, the dreaded "cancer of the blood," in which riboflavin and urethan respectively played prominent parts. Government scientists disclosed the development of a new synthetic drug, "SN 7618," which is said to be superior to both atebrin and quinine in the treatment of malaria. Familiar pharmaceutical stand-bys, such as ethyl acetate, ethanol, acetone, and butanol, gained new stature by their applications in the manufacture and processing of vitamins, hormones, barbiturates, "sulfa" and other drugs.

Low-Cost Methionine

Practically unobtainable before 1946, methionine is now available to pharmaceutical manufacturers for much-needed applications, thanks to the new U.S.I. manufacturing process which slashes costs about 97 per cent. Anticipated uses for this compound, which is one of the ten amino acids necessary for the growth and repair of animal tissue, include the treatment of shock, burns, exposure, as well as poisoning from a wide range of compounds. It is reported that protein hydro-

(Continued on next page)

New Scale Simplifies Solution Preparations

To simplify the preparation of solutions in which the weight of water must be figured, a new scale has been developed which is claimed to save considerable time for pharmacists and chemists because unit weights replace tedious mathematical calculations. The new scale is graduated into units, called "yagles." Each "yagle" is equal to one per cent of the weight of a fluid dram of water (454.6 grams).

Hormone Combats Ulcers

A group of American scientists have announced the isolation of a new hormone which is claimed to have brought relief to 40 of 58 patients suffering from peptic ulcers. The hormone, known as enterogastrone, is said to be derived from the mucous lining of the upper intestinal tract of pigs.

Mildew Resistance Tests

A summary of the tests used to determine the mildew and rot resistance of textiles and the effectiveness of textile fungicides have recently been published. Complete laboratory details of the more important tests are given.

In 1846, William Morton made the first public demonstration of the use of ether as an anesthetic. Since then, the pharmaceutical industry has continued to triumph over pain. Last year saw the introduction of new therapies for leukemia, malaria, and ophthalmia.

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February ★ **U.S.I. CHEMICAL NEWS** ★ 1947

Pharmaceutical Advances in 1946

(Continued from page one)

lysates fortified with methionine have been employed with outstanding success in the treatment of peptic ulcers and starvation cases.

Hope for Leukemia Victims

To the many victims of leukemia, for which no cure has yet been found, new hope came last year as British scientists announced a definite palliative effect in many cases when urethan treatments were used. The results were reported to be similar to those obtained from X-ray therapy which has been employed for some time to give temporary relief and to prolong life in chronic forms of the disease. Urethan therapy, it was noted, dropped the total white blood count to normal limits and raised the hemoglobin level.

New Antimalarial

After four years of extensive research the U. S. Government's Board for the Coordination of Malarial Studies finally came up with a new antimalarial, "SN 7618," which, it is claimed, relieves malaria three times faster than atebrin or quinine, and with fewer ill effects. An important intermediate in the manufacture of this drug, is noval ketone (5-diethylamino-2-pentanone), a product of U.S.I.

Wider Use for Old Stand-bys

Familiar chemicals continued to play important roles in the pharmaceutical industry in 1946. A stir was created when it was announced that ethanol was found effective in the treatment of rats' cancer, but the greatest pharmaceutical manufacturing use for this compound was still found in the processing of vitamins, hormones, and plant extracts. Other solvents, such as amyl alcohol, amyl acetate, butanol, and acetone entered into the same type of processing. Riboflavin extracts were suggested as a cure for periodic ophthalmia, "moon blindness," a disease common to horses. Diethyl carbonate and diethyl oxalate were used in the preparation of barbiturates; ethyl acetoacetate in the manufacture of antimalarials, leucine, antipyrine, and Vitamin B_1; and ethyl acetate in the processing of "sulfa" drugs, such as sulfadiazine.

25,000 ATTEND FIRST AUTOMOTIVE INDUSTRIES SHOW SINCE PEARL HARBOR

More than 450 exhibitors displayed products ranging from seat covers to hydraulic springs at the Automotive Service Industries show held recently at Atlantic City under the joint sponsorship of the MEMA and the MEWA. The show attracted about 25,000 visitors. Shown here at the U.S.I. booth, left to right are: J. F. Creamer, Horton, Gallo, Creamer Co., W. J. Fried, U.S.I., J. T. Fleming, Horton, Gallo, Creamer Co., W. W. Newell, U.S.I., A. E. Tongue, U.S.I., H. L. Snyder, Jr., U.S.I., T. M. Bennett, U.S.I., J. Blessing, Harrisburg Auto Parts Co., and E. B. Mower, George W. Myers Co.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

A modified carnauba wax, having an alleged melting point of 178-180 degrees F, is recommended by the manufacturer for use in self-polishing floor waxes, and in the production of carbon paper and carbon inks. **(No. 158)**

USI

An easy method for testing tension in a strand of thread, yarn, or cord is said to be supplied by a new tensometer which measures tension directly in pounds. Clipped on a moving continuous cord, the instrument is reported to record fluctuations with a minimum of error. **(No. 160)**

USI

Quantitative test papers for determining concentrations of quaternary ammonium compounds are now on the market. Strength in parts per million is rapidly measured merely by dipping the papers in the solution, according to the manufacturer. **(No. 161)**

USI

A "fool-proof" liquid adhesive, stated to require no catalyst or special preparation for use, is described as a tough, flexible cement having a six-months' minimum package stability. The manufacturer states that the adhesive can be applied without thinning by brushing, roller coating, or dipping. **(No. 162)**

USI

An odorless lanolin, said to be applicable to the manufacture of cosmetics, is reported to have a new non-darkening pale color. **(No. 163)**

USI

A lighter-than-cork insulating material is described as a cellular rubber that will not absorb moisture and is fire-resistant, rot-resistant, and unaffected by acids, oil, vermin, and termites. Said to be a more efficient insulator than cork, it is specially recommended for refrigerator trucks. **(No. 164)**

USI

Four types of phenolic cements, designed primarily for acid-proof brick or tile in the construction of acid tanks, pulp digesters, acid towers, and floors, have been developed. Supplied as powders, the cements are reported to set in 4 to 6 hours at room temperature and to retain their physical properties over a wide temperature range. **(No. 165)**

USI

A new rubber accelerator, which is alleged to make tires more resistant to thread cracking and ply separation, has been announced. It is said to be especially beneficial in the processing of synthetic rubber. **(No. 166)**

USI

A new fungicide and spray adjuvant that will not wash off in rain or dew, according to the manufacturer, is described as an air-drying adhesive which can be used as a carrier for insecticides and other fungicides. The compound is mixed with water and can be used in all standard equipment, it is stated. **(No. 167)**

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Specially Denatured—all regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%
Absolute
*Super Pyro Anti-freeze
*Solox proprietary Solvent
***ANSOLS**
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate
OXALIC ESTERS
Dibutyl Oxalate
Diethyl Oxalate
PHTHALIC ESTERS
Diamyl Phthalate
Dibutyl Phthalate
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OTHER ESTERS
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Diethyl Carbonate
Ethyl Chloroformate
Ethyl Formate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Alpha-acetylbutyrolactone
5-Chloro-2-pentanone
5-Diethylamino-2-pentanone
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Alpha-Oxalpropionate
Ethyl Sodium Oxalacetate
Methyl Cyclopropyl Ketone
ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

FEED CONCENTRATES
Riboflavin Concentrates
*Vacatone 40
*Curbay B.G. *Curbay Special Liquid
ACETONE
Chemically Pure
RESINS
Ester Gums—all types
Congo Gums—raw, fused & esterified
*Araplaz—alkyds and allied materials
*Arofene—pure phenolics
*Arochem—modified types
Natural Resins—all standard grades
OTHER PRODUCTS
Collodions
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Nitrocellulose Solutions
Ethylene
Urethan
dl-Methionine

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Root Joins Scoville Mfg. Co.

Roy Root, dean of cosmetic supply salesmen and for more than 20 years one of the most active figures in cosmetic affairs, will soon be leaving New York City where he has accumulated more friends than is the lot of most men, to become Division Sales-manager in full charge of sales development and promotion for the Drug and Cosmetic Container-Division, Scoville Manufacturing Company. In this position he succeeds Dan Cook who is retiring. Roy Root's many activities in New York, stretching back over the years, has included a prominent and active place in the various organizations of the trade, a term as a member of the Executive Committee of the Toilet Goods Association and for many years Chairman and inspiration of the Convention Committee of the Toilet Goods Association. We are glad to congratulate Roy on this new position which means a substantial increase in responsibility and opportunity. Now that he is in charge of national sales for this important division of Scoville, we will probably see him less often in New York. Let's hope that even though he is taking up residence in Waterbury that his urge to return to his old haunts and his old friends will at least bring him on frequent visits to the city.

L. R. ROOT

Vivaudou Inc. Moves Plant & Offices

V. Vivaudou, Inc., distributor of Mavis and Djer-Kiss, and a subsidiary of Universal Laboratories, has moved its executive offices from Long Island City to the Savoy Plaza Hotel and its factory and laboratories from long Island to the new plant at East Orange, N. J.

Advertising Firm Organizes Professional Department

Doherty, Clifford & Shenfield, Inc., has organized a complete professional department under the direction of a medical staff. The department will cooperate exclusively in the field of medical professional advertising with its own research, copy and art divisions.

Dr. Glick Joins Sharp & Dohme

Dr. Paul S. Pittenger, vice-president in charge of quality control, Sharp & Dohme, Inc., has announced the appointment of Dr. Dudley Peters Glick as manager of the standardization department.

Dr. Glick joins the company after serving two years as director of the division of laboratories, Akron Health Department, and professor of bacteriology at the University of Akron.

DR. D. P. GLICK

He is a graduate of Ohio State University where he received his M.A. and Ph.D. in bacteriology and served three years as assistant in bacteriology. From 1934 to 1944 he was an associate professor at Colorada State College of Agriculture, and since 1944, he has been connected with the Akron Health Department.

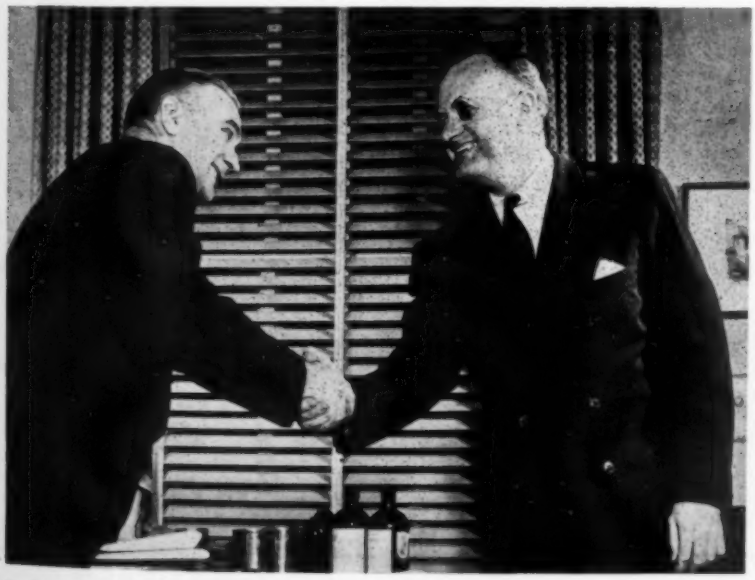
Odorless Depilatory Patent Upheld

The first patent decision in connection with the use of mercaptans in the beauty field has been handed down by Judge William C. Coleman of the U. S. District Court of Maryland, in the patent infringement suit tried in November, 1946.

Judge Coleman's decision holds that patent No. 2,352,524, for a depilatory invented by Ralph L. Evans and Everett G. McDonough, and owned by Sales Affiliates, Inc., N. Y., is infringed by the depilatory product "Sleek," made by Elizabeth Arden, Inc., and sold in Maryland by the Hutzler Brothers Company, and also the depilatory "Nair," made and sold by Carter Products, Inc.

Other similar depilatories already licensed under the Evans and McDonough patents are "Irma," sold by a subsidiary of the Schering Corporation of N. J., and "X-Bazin," sold by Hall and Ruckel, N. Y.

The decision, which may have far reaching results in the cosmetic field, entitles the patent owners to injunction against further manufacture, sale or use of the infringing depilatories and refers the case to a special master to determine the amount of profit and damages to be awarded to Sales Affiliates.



Dr. Everett G. McDonough (left) congratulating Dr. Ralph L. Evans upon hearing the news that "Sleek" and "Nair" infringe their patent.

INVESTIGATE

Zimmerman Products

First Always—Best All Ways

There's a reason why Zimmerman products are tops with cosmetic manufacturers all over. Zimmerman produces cosmetics of superior quality in every classification, bulk or packaged. Zimmerman products are first always because they're better *all* ways.

Over 100,000 square feet of the finest manufacturing space in the country are ready to go to work for you.

We can now handle a limited number of new orders for creams, powders, lotions, lipsticks, rouges, eye preparations, perfume, cologne and other specialties. We'll follow your specifications or you can use ours.

Our new emollient lipstick—now in quantity production—offers you *all* these advantages: (1) Extra smooth (2) Longer lasting (3) Non-toxic, even to sensitive lips. (4) Emollient made, soft and soothing. Investigate a sample today.

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Bristol-Myers Advances Two

A. Douglas Studdiford, purchasing agent, and Sherwood C. Chatfield, director of personnel, have been elected assistant vice-presidents of Bristol-Myers Company.

Mr. Studdiford, a native of New York City, received his education at Kent

A. D. STUDDIFORD

School and Princeton. He joined Bristol-Myers in 1932, in the production field and after several years experience in various capacities was appointed purchasing agent in 1935.

Mr. Chatfield was born in Brooklyn, and is a graduate of Hamilton College, class of 1929. He became associated

S. C. CHATFIELD

with the Company in 1941, as director of public relations, becoming director of personnel in 1944.

Lab-Scents Makes the Heart Grow Fonder

The adventures of "Professor" and "Doctor" the pair who have been appearing in Lab-Scents, the monthly bulletin which Aromatic Products, Inc., sends to the trade, have been consolidated in a small booklet. "Lem" the author and artist is Michael J. Lemmermeyer, president of Aromatic Products, Inc.

Beauty Fashion Awards for 1946

Beauty Fashion, the magazine of the perfume and cosmetic industry, announces that the 1946 awards have been presented to: Prince Matchabelli for packaging of Crown Jewel; to Revlon Products Corp., for advertising; to Schnefel Brothers for promotion of Naylon; and to Charles of the Ritz for merchandising policy.

The Beauty Fashion awards were established several years ago to encourage the maintenance of a high standard of merchandising practices in the perfume and cosmetic industry.

Goby Returns To France

Francois Goby, president and general manager of Tombarel Freres, Grasse, France sailed on the America, February 6, after a three months visit in this country. While here, Mr. Goby attended the annual meeting of the Saints and Sinners as a guest of Reginald Townsend of Mennen & Mitchell.

This visit was Mr. Goby's twentieth trip to the United States. According to his reports, conditions in France have improved considerably, but the production of some of the finer floral products in Grasse is still below normal and they are still unable to meet world demand.

Continental Acquires Hummel-Ross

Continental Can Company has acquired the net assets of the Hummel-Ross Fibre Corporation, of Hopewell, Va. The mill will be used to supply raw materials for fibre drum and barrel manufacture in the Van Wart, Ohio and Reading, Pa., plants of the Container Company, one of Continental's principal subsidiaries.

Hans A. Eggerss, who made the announcement, said that production of the newly acquired mill will gradually be taken over by Continental in the course of the next six to eight months. He explained that this will provide badly needed raw materials to expand fibre production.

Fred E. Hummel, president of the Hummel-Ross Corporation, will serve in an advisory capacity, and John W. Sales will continue in his present position as general manager of the mill.

E. Walton Bobst Joins Warner

E. Walton Bobst has resigned from Roche Organon, Inc. He will join Wm. R. Warner & Co. Inc., March 1 as a vice-president.

MacBain Advanced by Bistol-Myers

Gavin K. MacBain has been elected treasurer of Bristol-Myers Company, New York, by the board of directors.

Mr. MacBain, a native of Closter, N. J., graduated from Columbia in 1933 with a degree of B. A. After graduation he was for eleven years connected with

G. K. MACBAIN

Wood, Struthers and Company, New York, before joining Bristol-Myers in 1944 as assistant to the treasurer.

Anderson Named Vice-President

Richard A. Anderson has been elected a vice-president of Bristol Laboratories

R. A. ANDERSON

Inc. Mr. Anderson, a native of Martha's Vineyard, Mass., is a graduate of the Rhode Island College of Pharmacy. He came to the Laboratories in 1944, as an assistant sales manager.

Lederle Changes

Lederle Laboratories division, American Cyanamide Co., has announced several organizational changes. Henry Wendt, Jr., is now director of sales, T. B. Van Stone is domestic sales manager, and Tom Floyd-Jones continues as manager of wholesale and chain store sales.

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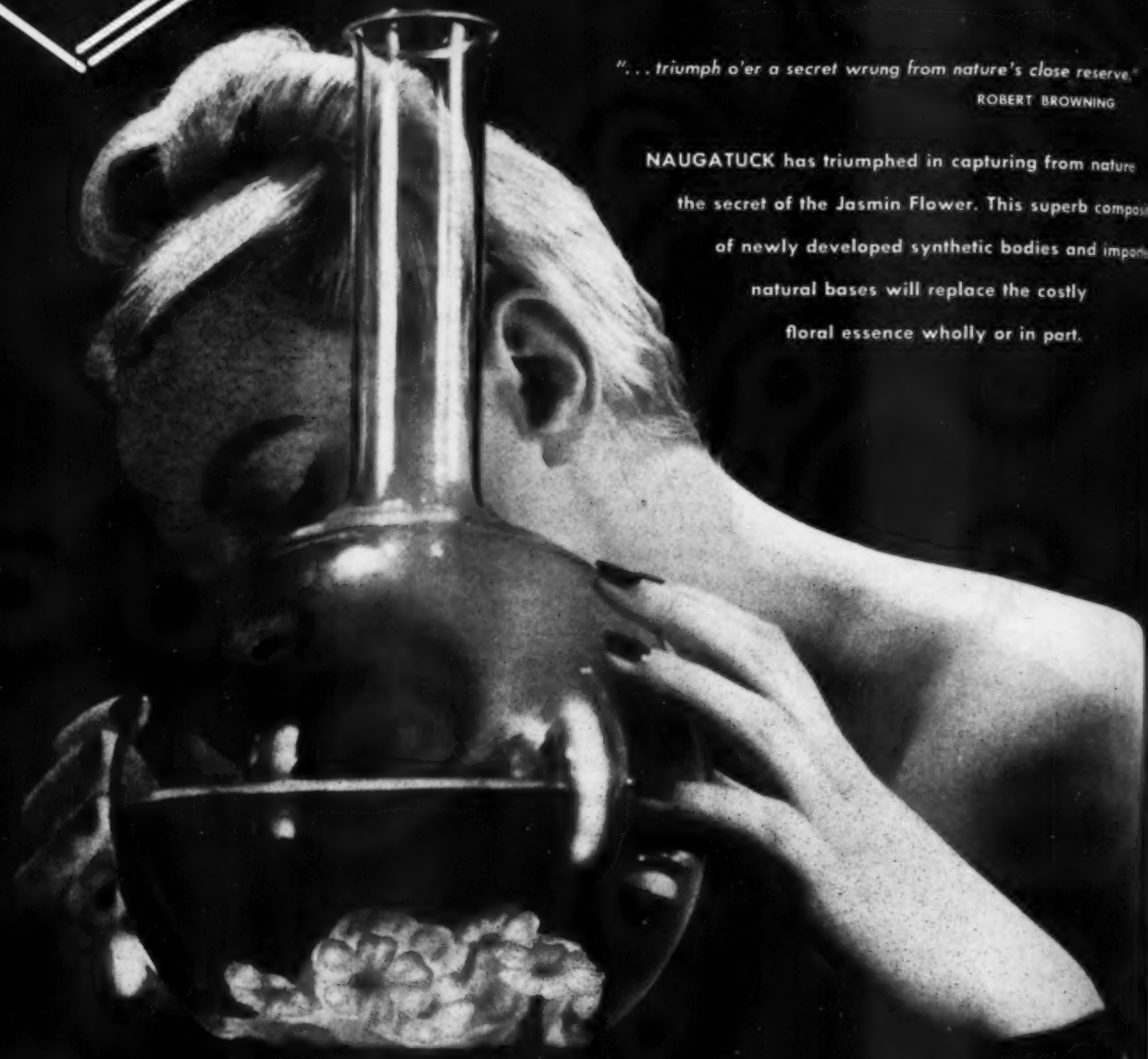
NAUGATUCK has triumphed in capturing from nature the secret of the Jasmin Flower. This superb composite of newly developed synthetic bodies and imported natural bases will replace the costly floral essence wholly or in part.



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Continental Gets Loan from N. Y. Life

In one of the first transactions of its kind, under a new law permitting life insurance company's financing in the industrial field, New York Life Insurance Co., and Continental Can Company, have completed an agreement under which New York Life may participate to the extent of about $10,000,000 in expanding Continental's manufacturing facilities.

The arrangement provides that New York Life will purchase several new plants which are under construction or will be built to increase Continental's production and will then lease the properties to the manufacturer for a term of years.

The deal was made possible by 1946 amendments to the New York State Insurance Laws.

Dinner for Hinchcliffe

A testimonial dinner attended by the entire sales force of Apex Chemical Co., Inc., New York, was given at the Hotel New Yorker, December 29, to John R. Hinchcliffe, for 35 years a member of the selling staff in the New England territory.

N. Y. Q. Adds to Staff

The New York Quinine & Chemical Works, Inc., has announced two additions to the research staff. They are Daniel R. Satrianna formerly on the staff of General Chemical Company, and A. Loter previously a member of the staff of the Lucidol Company.

Owens-Illinois Glass

R. L. Snideman, president of American Coating Mills, Inc., announced that he and company directors had recommended to stockholders acceptance of an offer of Owens-Illinois Glass Co., to acquire the property and assets of the corporation.

Coating Mills manufactures cartons and corrugated shipping containers in addition to coated board products. It operates two plants, one in Elkhart and another in Chicago.

Ralph E. Dorland Married

Ralph E. Dorland of The Dow Chemical Company, was married February 1, in New York. Mrs. Dorland is the former Julia A. Reuter of New York.

Ess. Oil Assn. Elects Schilling

William Schilling, Jr., vice-president of the Norda Essential Oil & Chemical Co., has been reelected president of the Essential Oil Association. Other officers reelected for the year included Louis Rapin of Antoine Chiris Co., vice-president, and Robert Magnus, of Magnus, Mabee & Reynard, Inc., secretary-treasurer.

Reynolds Named Director

Edward Reynolds, administrative vice-president of Harvard University, has been elected a director of Merck & Co., Inc. He fills the vacancy caused by the death of Adolph G. Rosengarten.

During the war Mr. Reynolds served in the office of the Surgeon General as chief of medical supply service, first as a civilian then with the rank of Brigadier General, in charge of all phases of procurement, storage, and distribution of medical supplies for the Army and lend-lease operations. Prior to the war he was president of the Columbia Gas and Electric Corporation.

Whitehall Pharmacal Company four new divisional sales managers. From left to right they are: Alec M. Thomas, Atlanta; O. M. Onesty, Dallas; Ed. C. McManus, Detroit; Edward L. McWilliams, New England.

Schneidler to Visit Here

J. Schneidler, managing director of the Camden Chemical Co., Ltd., London, intends to visit the United States during the middle of March for a stay of a few weeks.

He is interested in contacting manufacturing chemists, who are interested in the manufacturing and marketing of products in England. Address inquiries to the Camden Chemical Co., Ltd., c/o American International Trade Co., 1050 Avenue of the Americas, New York 18, N. Y.

McKelvy Appointments

Hugh D. McKay, president of Alfred D. McKelvy Company, has announced the appointment of two new sales representatives.

Lawrence E. Horner will cover the states of West Virginia, Kentucky, Tennessee and North Carolina as Southeastern representative. Mr. Horner was a Lieutenant in the Navy and previously was with the Hercules Powder Company. He is a graduate of Drew University and the Graduate School of Columbia University.

Roger K. Taylor, representative for Illinois, Wisconsin, and Minnesota was released from service as a Captain in the Army. He is a graduate of Lake Forrest College.

Philip Kachurin

Philip Kachurin, fifty-nine, founder of the Kachurin Drug Company, 525 W. 42 St., and president and treasurer of the American Pharmaceutical Company, Inc., died January 19 at his home, 322 Central Park West.

A native of Russia, he came to this country shortly before the first World War and founded his own export and import spice and drug firm. He later acquired the American Pharmaceutical Company, a chemical manufacturing concern.

Surviving are his wife, and a son, Leon.

America's leading manufacturers consistently choose "PACKAGE" machines

For more than thirty years manufacturers in many fields have come to rely on "Package" for dependable, thoroughly modern wrapping equipment. The fact that a large percentage of our current business is repeat orders from old customers proves this. Today over 80% of America's entire output of machine-wrapped goods are handled by our machines.

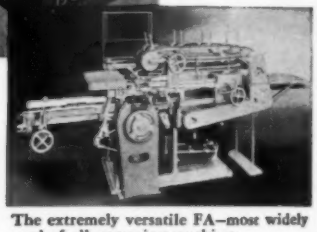
New Developments

Our engineers have recently developed new machines capable of wrapping numerous items which heretofore could not be given the sales advantage of smart, eye-catching wraps. Moreover, they are constantly improving our standard models—incorporating new features that improve mechanical operation.

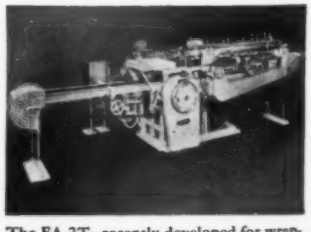
Our new, vastly improved Model FA is a typical example of this program of continual modernization. This popular model has been made faster . . . More readily adaptable to various types of products and styles of wrapping . . . More economical to operate . . . More easily adjustable for various sizes . . . More compact . . . Quieter . . . And generally more efficient. It wraps with virtually any plain or printed material. Only one operator is required for supervision and to make the simple adjustments necessary to change over from one package size to another.

Let Us Help You

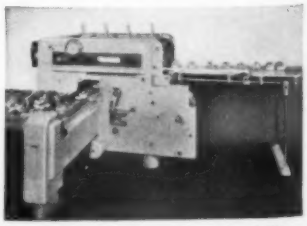
If you have a new product to wrap, if you plan to stimulate sales by restyling your current package, or if you are interested in cutting costs by increasing the over-all efficiency of your present packaging set-up — consult our nearest office. We'll be glad to supply you with complete information and literature on any of our machines, or if you prefer, to discuss your packaging problems with you in person.



The extremely versatile FA—most widely used of all wrapping machines.



The FA-2T—recently developed for wrapping textile products, paper goods, etc.



The Universal 4—a machine that is blazing a new trail in wrapping vegetables and fruit.

PACKAGE MACHINERY COMPANY, Springfield 7, Massachusetts

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PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Production Forum

By Francis Chilson

Industrial Consultant

Letter To A Young Engineer

Some time ago I was asked to write a letter to a young engineering student to advise him on how to get along in that profession. The flattering assumption was that I had got along in it myself, and that I might be able to tell the young man how the trick is turned. Having agreed to assume the task I began to wonder why so many engineers and other trained men fail and so few, relatively, succeed. I hit upon something which I had not hitherto read in any biography or "success" book, but which is implicit in all of them. I then wrote the letter from which the following excerpt is taken, and, having written it I realized that the formula set forth applies with equal force to many if not all fields of human endeavor. Certainly it applies with equal force to chemistry, medicine, accounting, law, selling and general business administration. Later, after I had written the letter, I employed the same thesis in an address at Pratt Institute. So much enthusiastic comment was aroused that I was encouraged to publish my own observations in the hope those among you who have, as I do, college age sons, may find here some fruits of experience which may prove helpful to your boys. The first part of the letter deals expressly with engineering education; and the second, how best to apply it:—

"First of all, let me say that success in any profession is not to be measured by money alone. Equally important is the feeling of intense, creative interest and of pleasure in what you are doing. Too many men lose interest in what they are doing too soon, simply because they are floundering aimlessly instead of following a set course.

"It has been my experience and observation that most engineers eventually become mere routine technicians. In their early days they became interested in machine design or research work in electronics, television, aircraft building or in some other field which at the moment of their training, has wide popular appeal. Only a few of them are fortunate enough to make inventions which will be profitable to them personally. A few engineers eventually become executives of engineering organizations, but the chance of succeeding in such organizations is in proportion to the number of men employed. If the company employs 100 men, your chance is simply 100 to 1. The point I wish to make and to emphasize is that to be a really successful engineer you must also learn something about business in its broad aspects so that you can quickly learn to manage or influence men and thus utilize the brains of other people to help you accomplish your purposes.

"Inasmuch as you will always have to sell your ideas to your superiors, whoever they may be, or to your own associates, it would be well for you to learn how to make free-hand sketches in three dimensions. You don't have to be an artist to learn this. A course in architectural drawing added to your regular engineering course will accomplish this purpose. There is an old Chinese proverb that "One picture is worth ten thousand words." Don't ever forget that. Nevertheless, you must also use words in speaking and writing in order to convey your ideas or to amplify the pictures you may draw. Hence, you should pay particular attention to your oral and written English. A man of ideas is first and foremost always a salesman. An idea is no good unless you can get somebody to take it up and use it to your advantage. You need command of words.

"Inasmuch as the science of chemistry is becoming increasingly important in every field of endeavor, even in electronics, television and airplane construction, I should recommend that you also consider the addition of some courses in chemistry. You need not prolong your regular course in order to learn this, because with a sound basic engineering training, you can learn in a very short time, by reading and at night school after you have graduated, enough chemistry to give you a grasp of the importance of the subject.

"It has been my observation that a course which combines engineering, business organization and a

smattering of chemistry, together with an ability to draw reasonably well and to speak fluently and write clearly, will give anyone a foundation that will assure success in after life.

"But formal training is only a very small part of your preparation for life. If your training has taught you how to locate information on the subjects in which you are interested; if it teaches you how to think clearly and logically and to express yourself well—orally, in writing and graphically—; if it teaches you the fundamentals of your profession, then it has accomplished a great deal in giving you the proper start in life.

"But something more than training is necessary. You must acquire experience and you must acquire a reputation. You will read in books and you will be told by your professors that it is desirable to join a big company where future advancement is assured. That, my dear boy, is the bunk. Only one man in many, many thousands ever succeeds by beginning at the bottom of the ladder in a big company and working up. The majority of men succeed by changing from one company to another with the same industry. Every time a man changes from one job to another within the same industry, he establishes contacts with more people within that industry and his experience consequently becomes progressively more valuable. Presently, he reaches a point when many men know him and if his work has been good, he has established a reputation. I do not mean by this that a man ought to change his job every six months, but I do feel that between the ages of 21 and 30, a man ought to change his job within the same industry at least 4 or 5 times. This gives him a broader grasp on the problems of the industry; its products and processes, and a limited number of changes like this does not lay him open to the charge of being a rolling stone.

"I emphasize that it is important to change within the industry you may select as your future field of endeavor—and your selection should be based on a knowledge of the fact that the industry in particular is at least potentially profitable. Many engineers make the unfortunate mistake of shifting at random from one industry to another. When, for example, a man changes from the cosmetic industry to the dairy industry and then goes into the textile industry, and from there into the leather industry, he is progressively discounting his experience, for the reason that, although his knowledge as an engineer or technician may be broadening, he can never make his successive employers believe that the experience he gained in these industries is of any value in the one in which he may be employed at the particular moment. But if you begin in a specific industry such as the chemical or drug industry, every time you shift, after having had a reasonable degree of experience with a firm within that industry—and also having had a perfectly valid reason for shifting—each successive employer puts a higher value on your services because he recognizes that you know the industry, its products, its problems and its processes.

"If you study the history of the great successes such as Walter Chrysler, General Knudsen, John D. Rockefeller, Charles Schwab or any of the others, you will find that during their early careers that, although they may have shifted from one company to another, they always remained within specific industries. Rockefeller made his name in oil; Chrysler and Knudsen made theirs in automobiles; Schwab made his in steel. Had Schwab shifted from steel to leather goods to textiles, you and I would never had heard of him regardless of his great native abilities.

"To succeed, you must be able to convince people that you understand and can solve their problems and this can only be done if you confine yourself to a single industry. I do not mean by this that you should not experiment. You may try one industry and find that you are in the wrong one. In such a case there is nothing wrong in shifting to another industry, but before you make up your mind about the industry you should specialize in, by all means consider its history, its future and its profit-making possibilities.

"Success depends upon intense sustained interest, common sense, training, hard work, salesmanship and good luck. But the point I wish to emphasize in closing is that good luck is another way of saying good contacts. You make your own opportunities and your good luck by confining your activities to a specific industry and creating such a good impression by your own ability that your contacts will bring opportunities to your attention. That is the meaning of good luck."

The following information is supplied by manufacturers of the equipment described and claims made below by these manufacturers are passed along for what they are worth. Presentation of such notice in this department is not to be taken as endorsement of the claims or of the equipment.

Bottle Labeling

Something new—of intense interest to manufacturers of round and flat bottled products—was inveiled in the New Jersey Machine Corporation plant at Hoboken, N. J. on Thursday, December 5th, and operated for a full week of demonstration for visitors. It was the new, fully automatic, high-speed Label-Dri, a machine designed to apply labels to bottles at the rate of 300 per minute, utilizing thermoplastic coated labels, and thus establishing another "first" for New Jersey Machine Corporation in the development of improved machines, employing modern tested methods as soon as they have been proven practical. The Label-Dri eliminates the use of liquid or paste adhesives, necessary heretofore, and eliminates the use of water which has always been used to thin down the adhesives, or to moisten gummed labels.

While the Label-Dri is still in its introductory stage, demonstrations have borne out the results which its sponsors expected. The model shown in Hoboken will be put into actual production conditions by the Welch Grape Juice Company in their Northeast, Pa. plant, and

IF WATER IS ONE OF YOUR RAW MATERIALS . . . AFFECTS YOUR PRODUCT OR PROCESS IN ANY WAY . . .

New FILT-R-STIL* Water Demineralizing Unit DELIVERS

MINERAL-FREE WATER TO HELP YOU . . .

- **Improve Product Quality**
- **Lower Processing Costs**
- **Simplify Operations**

Now, thanks to Cyanamid's FILT-R-STIL Demineralizing units, you can have quality-controlled water day-in and day-out . . . water which is chemically equal or superior to distilled. FILT-R-STIL Demineralizers are economic, too. The IONAC* Resins used make the process comparable to a simple cold filtration. The added expense of heat, cooling water and periodic dismantling have all been eliminated.

All standard units (capacity from 5 to 1200 or more gallons per hour) are compact and completely self-contained. And the ease with which they're installed, operated and maintained further assures long, efficient service and reliable results. For complete data on FILT-R-STIL Demineralizers and assistance in solving *your* water problems—mail coupon *today*.

AMERICAN CYANAMID COMPANY
ION EXCHANGE PRODUCTS DEPARTMENT
30 ROCKEFELLER PLAZA
NEW YORK 20, N. Y.

How a FILT-R-STIL Demineralizer works . . . Units consist of four "beds" of IONAC* Resins which, by principle of ion exchange, successively remove the dissolved minerals from water. Water is fed through a conductivity cell which indicates quality of water being produced. When resins are exhausted, a regenerative system restores units to full efficiency.

*Reg. U. S. Pat. Off.

American Cyanamid Company,
Ion Exchange Products Dept. 10
30 Rockefeller Plaza, New York 20, N. Y.
Send me your free booklet on FILT-R-STIL. D.C.I.1
Briefly, my water problem is of the following nature:

_____

_____

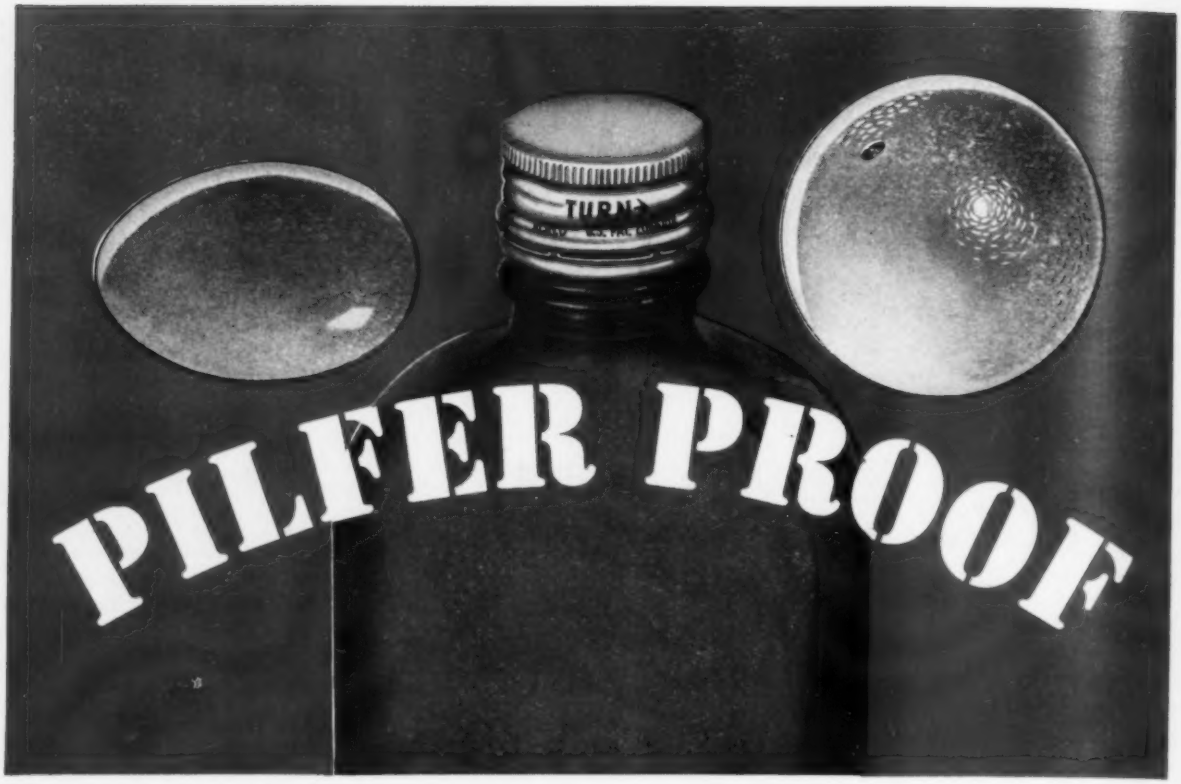
_____

*Name*_____

*Company*_____

*Address*_____

*City*_____ *State*_____



When you open an egg, an orange or an Alseco Pilfer-Proof Seal you can be sure that the contents haven't been adulterated or tampered with. Once this protective covering is broken, it can never be rejoined.

If nature didn't provide your product with a tamper-proof covering, investigate Pilfer-Proof Seals. When the cap is locked in place, your customer knows he is getting all the quality you put into the bottle. After unlocking, the cap may be used to reclose the bottle.

The Pilfer-Proof is one of many types and varieties of closures made by Alseco. Whatever your sealing problem, call on Alseco to work with you.

THE "CLICK" TELLS THE STORY

When an Alseco Pilfer-Proof Cap is turned, cap and locking ring separate with a "click", telling the customer that he has received the contents intact and undiluted.

ALSECO SEALS AND SEALING MACHINES

TAILOR MADE OF ALCOA ALUMINUM

ALUMINUM SEAL COMPANY • NEW KENSINGTON, PENNSYLVANIA

SUBSIDIARY OF ALUMINUM COMPANY OF AMERICA

SALES OFFICES IN LEADING CITIES

the initial tests were made using standard grape juice bottles, filled and capped, and delivered by a conveyor system, under conditions approximating as closely as possible actual production line handling.

There are several unusual features about the Label-Dri which aroused a great deal of favorable comment. The machine has no cams and the bottles are screw-fed to avoid bottle clashing. The screw engages the bottles on the conveyor line, and spaces them to synchronize with the revolving turret which applies the labels. The

turret is heated so that the thermoplastic coating on the labels becomes properly "tacky," and the labels are transferred to the bottles by air jets which literally "blow" the labels against the bottles in registered position. A time clock and thermostatic control automatically prepares the machine for operation before the plant opens. Several features which proved so practical in the success of the Pony Labelrite (also manufactured by the New Jersey Machine Corporation) are incorporated in the design of the Label-Dri. One of these is the use of vacuum to remove labels from the hopper by an intermediate rotary turret which transfers the label to the turret of the heating unit, by a synchronized release of vacuum in the one, and a vacuum pick-up in the other. A three-quarter revolution of the heated turret provides enough heat to produce the desired tackiness.

In the entire machine there is only one change part, that being the screw which engages and spaces the bottles as they enter the machine. By loosening a nut on the shaft, the screw is turned to an upright position; another nut in the end of the screw unfastens it, whereupon a screw designed for the dimensions of a bottle of different shape or size is placed into position, the nuts tightened and the machine is ready to perform on another job.

The Nashua Gummed and Coated Paper Company, of Nashua, N. H., manufactured the thermoplastic labels used in the test run. The Nashua group and representatives of the New Jersey Machine Corporation have been cooperating on the development of high-speed automatic labeling requirements on thermoplastic labels for well over a year. Tests have been made on hot and cold, wet and dry bottles in order to anticipate and overcome any production problems with a coating that could be universally adapted to all conditions, and it looks as though the major experiments have borne fruit.

Since the New Jersey Machine Corporation has been totally engaged in production of their Pony Labelrites and other packaging machinery the design and development of the fully automatic Label-Dri was assigned to Eino Lakso, and Austin Chandler, design engineers associated with New Jersey on many war projects and pre-war packaging problems.

Foote Kinetic Mixer

A portable 3 cu. ft. machine employing a radically new mixing principle, has been announced by The Foote Company, Inc., Nunda, New York. This mixer is designed to handle asphaltic mixes, sand, feeds, foods, ceramics, chemicals, floor emulsions, insulating materials, roofing materials, paints, concrete and other materials. It is equipped with a pump for introducing liquids such as oils, molasses, water, solvents, asphalt and others.

Capacity of the Foote Kinetic Mixer is as high as two batches per minute, depending upon conditions and the materials being mixed. The operating cycle at this speed is 5 seconds for charging from a wheel-barrow, 20 seconds for mixing, and 5 seconds for discharging by a hand-controlled chute at the top of the machine.

The mixing action which permits this high output is accomplished by a revolving drum and three stationary blades. Material is held against the inside face of the drum by centrifugal force. An energy converter blade peels a stream of material off the drum face, creating an end-over-end mixing action. Two cross-mixing blades create a side-to-side mixing action. Liquid is introduced into the drum by a Yale & Towne Tri-Rotor Pump at a maximum rate of 8 gallons in 6 seconds. The pump is controlled by an automatic timer which closes the hand-

STOKES
TABLET MACHINES

FOR SMALL SCALE OPERATION OR EXPERIMENTAL TABLETTING

Eureka single-punch bench model Tablet Machine

or

"BB-2" Rotary Tablet Machine

HIGH SPEED QUANTITY PRODUCTION UP TO 1500 TABLETS PER MINUTE

Whatever your tabletting needs — whether for small production or experimental and research work, or for high speed, large scale production — there is a Stokes Tablet Machine to meet them.

For over 50 years Stokes has designed and built machines for compressing pharmaceutical and other tablets — machines which, today, are standard equipment throughout the world.

These machines embody many unique features. Typical are the Automatic Excess Pressure Release on rotary and larger single-punch models; Anti-Capping Devices; and means of producing ball-shaped and perforated tablets.

Write for Catalog No. 480-T describing Stokes Tablet Machines, auxiliary equipment, and technical and laboratory facilities available.

F. J. STOKES MACHINE COMPANY
5932 Tabor Road, Philadelphia 20, Pa.

F.J.Stokes TABLET MACHINES PHARMACEUTICAL EQUIPMENT FJS Est. 1895

operated control valve when the desired gallonage has been introduced.

The mixer is powered by a 12 h. p. gasoline engine, or can be equipped with an electric motor. Over-all height is 58″, length 81″, width 68″. Approximate weight is 1500 lbs. Pneumatic tires are 6:00 x 16. An adjustable truck hitch is provided for transporting. Literature can be secured from the manufacturer.

Dorr Testing Services

Research, Testing & Process Engineering, a 24 page, two-color publication of the Dorr Company, New York, tells the story of Dorr engineering services in the broad fields of chemical, metallurgical and industrial processing. This service, it is explained, provides a clear and unbroken chain of responsibility from the conception of the new and unusual idea to its commercial exploitation as a smoothly-running, properly engineered, manufacturing enterprise. The company reports that it is staffed and equipped to carry such new projects as this through the three basic stages: laboratory-scale, research and testing; pilot plant demonstration and "proving out"; and, finally, the design, specification and initial operation of the new plant.

This publication is illustrated with a score or so of unusually fine photographs, taken at the Westport Mill, the company's laboratories and pilot plant in rural Connecticut. These pictures show the modern physical setup and how it is used to solve a wide variety of problems on which the company has specialized—chiefly solid-liquid and solid-liquid phase problems. A series of thumb-nail sketches of projects investigated over a recent 18 months' period gives a good cross section of the range of the company's engineering activities and is supported by an impressive list of clients over the same period.

Of special interest is a section illustrating the scope of this company's engineering services by taking up, step by step, a hypothetical new project and tracing its evolution from merely an idea to a commercial, manufacturing operation. Steps covered, typical of the company's work, are: preliminary study of the problem; estimate of cost of investigation; search of literature and laboratory investigation; proving in pilot plant; preparation of process flowsheets and equipment specifications; preparation of general plant drawings and cost estimates; and, finally, supervision of initial plant operation.

The company states, paradoxically perhaps, that it chiefly serves companies which are already serving themselves—companies which have well-established research facilities of their own. It explains this by pointing out that its particular brand of engineering service is designed to supplement—not to supplant—its clients' activities. It aims, it says, to make that independent study—that second diagnosis—that leads to a better final decision. It focuses the knowledge gained in scores of industries on the problem of a single one, thus attacking the specific problem on a broader general front.

Easy Tote

A new department truck, called "easy-tote," has been announced by Easy-Tote Products, Inc., Arcade, New York.

This new truck in the handling of tote pans reduces manual effort to an obsolete minimum,—no stoop—no strain—no tug. Serious injuries are eliminated as there is no heavy lifting in bent-over positions or dropping of heavily-laden tote pans. This is accomplished by utilizing a combination of features including a crank, hook, rigid handle and tilting, low base plate. Any

worker can load, roll and unload these trucks quickly and easily. Loaded tote pans no longer have to be dragged over floors. Elimination of floor damage and wearing out of tote pans are only two of many savings incorporated into these "easy-totes."

Equally invaluable is "easy-tote" as a *general all purpose truck*. The flat, low base plate accommodates containers or "what-not" (other than tote pans).

Moving loaded truck from one location to another is made practically effortless by two roller bearing equipped side wheels and the full swivelling caster with anti-friction bearings. The loads are carried equally by these three wheels. Uneven floors and small obstacles do not hinder the rolling of these loaded trucks. The balance between the three separate wheels practically eliminates all spillage.

This "Easy-Tote" Departmental Truck not only will

BETTER PACKAGING *Sanitape-Sealtite CONVENIENCE

CONSUMER APPROVAL IS VITAL

No longer will make-shifts do — compromises will no longer be tolerated — a critical public is actively demanding the satisfaction they have waited for so long. Your package merits careful consideration. Is it convenient — is it easy to carry, easy to open, easy to use, and does it completely prevent breakage and contamination? Sanitape-Sealtite is the answer. For this method, though absolutely unique, is inherently simple and convenient — a unit quantity in a unit compartment for unit dosage — tear one off, tear it open and take it — or tear off the day's supply and carry it easily, cleanly and conveniently in hand-bag or vest pocket. Unit packaging is consumer packaging — thoughtful investigation of Sanitape-Sealtite may prove an important factor in the continued acceptance and success of your product. We shall be glad to give you pertinent details.

CONTRACT PACKAGING IS MODERN PACKAGING

Send us your product in bulk . . . we receive it and, if required, store surplus in bonded warerooms . . . package by Sanitape-Sealtite in our light, modern plant . . . insert literature if desired . . . return completed packages to you or drop-ship according to instructions. Full responsibility for every packaging detail is assumed by the Sanitape-Sealtite Contract Packaging Division — Modern — Prompt — Efficient — Economical. These advantages merit your careful consideration.

This message is **the second** in a series which tells the complete story of Sanitape-Sealtite Unit Packaging. A new booklet explaining this important phase of packaging is available to those who are seriously considering Unit Packaging for their product.

* Sanitape-Sealtite is a unique method for packaging pills, tablets, capsules, creams and powders, by which each unit or unit dose is sealed in its own air-tight compartment, assuring convenience, protection and maintained efficacy.

IVERS-LEE CO.
NEWARK · NEW JERSEY

load and unload in a minimum of floor space, but also under work benches and tables.

A minimum of parts assures long life and trouble-free operation. The base plate of the "Easy-Tote" is a thick 3/16" steel plate 16" x 22" that is adequate to accommodate tote pans of all standard sizes. This base plate is only two inches from the floor.

The pair of 3" diameter roller bearing wheels with a through heavy axle welded to the base plate carried a 600 pound load with a generous safety factor. The ball bearing caster with roller bearing wheel located at the rear of the base plate permits these "EASY-TOTE" Trucks to turn in their own length thus providing the greatest possible maneuverability.

Small fenders are located over each of the side wheels to guide the boxes as they are loaded, prevent movement of load sideways, and eliminate wheel interference when the truck is moving.

For complete information concerning these new "Easy-Tote" Departmental Trucks for tote pans write to Easy-Tote Products, Inc., Arcade, New York.

New Bottle Filler for Miniature Bottles

This new "Minivac" Bottle Filler is designed to fill minims, drams up to ounces. It will handle perfumes and other light liquids speedily and efficiently. Operation of the vacuum filling unit is by automatic intermittent electronic control.

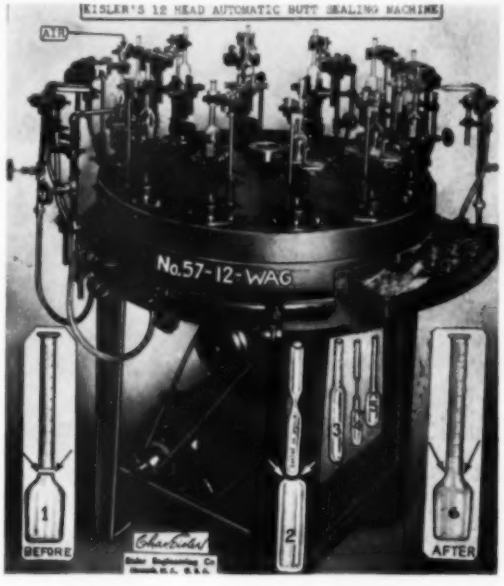
In a matter of seconds the filling height can be varied by non complicated adjustment. The Minivac is positively drip proof. The same filling spout will fill a wide variety of hand blown and molded miniature bottles of any design. An air blast device makes it possible to clean bottles with filtered air to insure freedom from dust, lint and foreign matter. In addition to filling, the Minivac will also empty bottles of expensive materials for reclaiming.

The unit weighs only 17 pounds and is freely portable.

Operates on 110 volt, A.C., 60, 50, 25 cycles or on D.C. Clever engineering, precision machining and functional design assure trouble-free operation. All parts are chrome finished and protected by a dust proof cover. Minivac is available for immediate delivery. Contact Shannon Industries, Inc., 33 West 42nd Street, N. Y.

A New Automatic Butt-Sealing Machine

The Eisler Engineering Co., Newark, New Jersey, has recently placed on the market a new 12 head Automatic Butt-Sealing Machine to improve and speed up production on special cylindrical glass work requiring butt-sealing. A pictorial view of the machine and



samples indicating its principal work are shown in the accompanying illustration.

The machine is powered by a ¼ HP electric 1750 R.P.M. motor with variable speed pulley. The intermittent motion of the indexed turret is performed by a Geneva mechanism, while the heads—kept continually rotating around their own axis—are driven by an endless chain and friction wheel combination mounted inside of the completely enclosed turret.

A circular track is further provided inside the table, machined in such a way to allow lowering or raising the head-chucks as required by the technological sequence of the butt sealing operation. On the 12 head machine there are seven fire positions, with burners adjustable in height, which accomplish the butt sealing, and three fire positions which perform the annealing operation. The two heads in front of the operator are idle (not rotating), and only allocated for loading and unloading the work. On the last fire position an air jet is provided to permit compressed air of 1½ lbs. per square inch to enter the work. The operation of the machine is fully automatic. All the unskilled operator has to do is to put the bottle and stem onto the idle loading position and to discharge the finished work from the unloading position.

Butt-sealing operations are very important especially in the pharmaceutical industry to produce ampules and different kind of long-necked calibrated glass work for medical purposes, as shown in the photograph. This machine is available in different models, and can be adapted for many various types and shapes of similar glass articles.

Think in Terms of Fraction-ounces when You Package . . .

Sound Small packaging is a fraction ounce weighing operation when uniformity and profits are sought. Oversized packages have a habit of mounting into substantial losses where there is volume. Especially is this true in most drug products . . . all cosmetics. It pays to use good packaging scales to catch these elusive fraction ounces flitting away daily without controls. EXACT WEIGHT Scales stop these losses . . . apply controls necessary for profitable operation . . . make packaging easier, more uniform and certainly more profitable. Write for full details today.

Model UAB 9051 Shadograph . . . a new EXACT WEIGHT Scale for Penicillin packaging. Dial reading made from mirror mounted above dial graduated 75 mg under and 25 mg overweight. Magnetic damper checks indicator to four beats for speed of operation. Current—110 volt, AC standard. Capacity—1200 MG . . . sensitivity 2 mg. (Under glass and protected from air currents 1 mg.)

INDUSTRIAL PRECISION

Exact Weight Scales

THE EXACT WEIGHT SCALE COMPANY

950 West Fifth Avenue, Columbus 8, Ohio

Dept. AK, 783 Yonge St., Toronto 5, Canada

Step Up

CLEANING and FILLING

with this time-saving team

The E-Z Two-Tube Cleaner

Model B-2 Semi-Automatic Vacuum Filler

WHEN used in combination, these machines can clean and fill 50 to 75 gross of containers per 8-hour day. Both units are simple to operate and are automatic except for placing or removing containers. Both machines handle two containers simultaneously. Both are portable—simply plug into lighting circuit.

The E-Z TWO-TUBE CLEANER efficiently removes foreign matter from new containers by means of compressed air. Floor space 27" x 14". Write for Bulletin.

THE MODEL B-2 SEMI-AUTOMATIC VACUUM FILLER is the new, improved filling unit that handles most any liquid from any size supply containers and fills any containers from AGST size to 4" diameter. Has outstanding new features. Write for Bulletin.

U. S. BOTTLERS

Machinery Co.

4013 NORTH ROCKWELL STREET

CHICAGO 18, ILLINOIS

MANUFACTURERS OF

PUMPS
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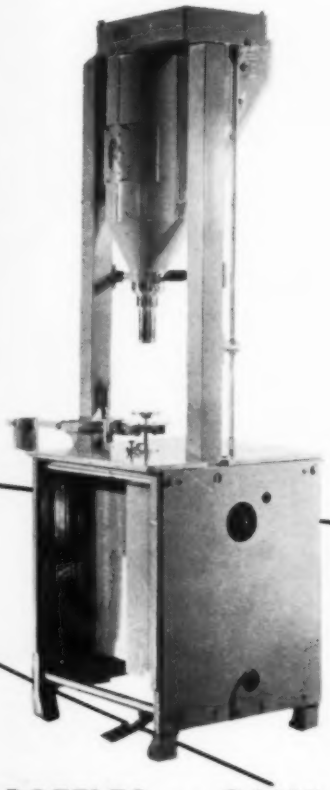
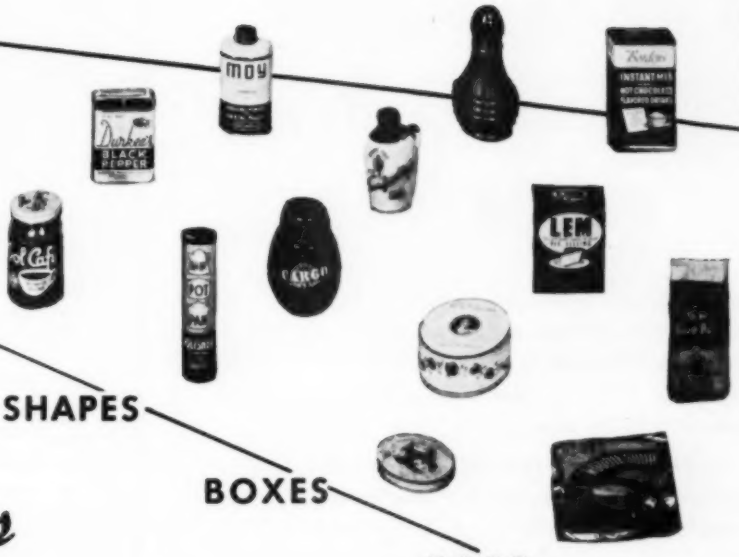
for





BOTTLES or CANS

ODD SHAPES

BOXES

BAGS

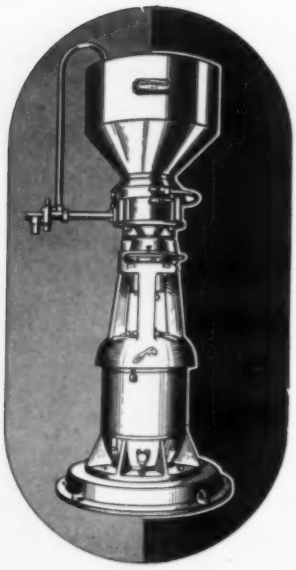
4 *machines in one efficient unit*

Our various customers fill more than 150 different kinds of materials on the Universal Filler . . . Drugs . . . Cosmetics . . . Foods . . . and other household products. Powders and pastes and free-flowing materials—products which must be packed and crowded into the container; products which must be handled gently, without pressure. (In fact, everything but solids and liquids). And, so versatile is this Filler that one customer fills 38, another 31, and another 24 *different kinds of materials on one machine!*

Fills practically any kind of container with almost any kind of material!

STOKES & SMITH Co

4912 SUMMERDALE AVE., PHILADELPHIA 24, U. S. A.



TWO PROCESSING MILLS IN ONE

1. *An Eppenbach High Speed Wet Grinding and Colloid Mill* will reduce the size of solid particles to microscopic dimensions and effect their instantaneous dispersion in fluid or plastic materials as consecutive operations in the same cycle.

2. Operation of the EPPENBACH COLLOID MILL requires neither training nor special skill—merely attention to simple directions. A calibrated dial registers adjustment of clearance between milling surfaces thus assuring higher uniformity of treatment.

EPPENBACH COLLOID MILLS are available in laboratory and production sizes. Capacities range from ½ to 3600 gallons per hour or higher. The principle of operation is the same for all sizes; therefore performance and capacity can be accurately predetermined by experiment with a laboratory unit.

EPPENBACH COLLOID MILLS can be adapted for pressure feed of viscous and semi-plastic materials. They are easy to dismantle for cleaning and sterilizing.

Write for Catalog No. 401 describing our equipment in detail.

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Processing Equipment for Over 30 Years

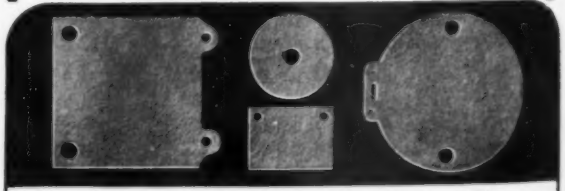
Filtration Perfection

YOUR product may be uniformly clean and clear and possibly each batch duplicates the other in unvaried clarity and eye appeal. But are you getting the utmost of filtration perfection; are you meeting production requirements? You can with an Alsop "*Sealed-Disc*" Filter! What's more, you can obtain these superior results and probably with considerable savings in production time and costs.

Alsop "*Sealed-Disc*" Filters do just that. They are available in a broad range of sizes and capacities to meet varied filtration requirements and can be adapted to various processing methods. Also, they are completely sealed, loss of liquid from leakage or dripping, or even by evaporation, is entirely eliminated.

We invite you to use our services in the solution of your filtration problems. Perhaps you would like to send us a sample of your product for a laboratory test. We shall be glad to show you what we can do with it, using our "*Sealed-Disc*" Filter; no obligation of course.

ALSOP ENGINEERING CORPORATION
Filters, Filter Pads, Pumps, Tanks, Mixers, Agitators
202 Cass Street Milldale, Connecticut



In addition to the discs for our own filters, we can supply discs or sheets cut in any shape and size to fit other type filters.

THE ROSS WAY IS THE NEW WAY

Control Dial No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22			
½ OZ. SIZE		21½	25¼	25¼	24½	20½	13½	11¼	14½	8½	19¼	16¼	14¾	11	4½	24½	27½	21	12¾	17¾	27½				
¾ OZ. SIZE		20¾	20¼	25¾	19½	15¼	17	14½	9¾	9¾	14¾	16	12	13¼	8¼	15	26	18¾	12½	16	26½				
1 OZ. SIZE		19¾	22	27	22¼	16	16½	13½	9	10¾	13¾	15¾	9	13½	10½	17½	25¾	15¾	9¼	12¼	24½				
2 OZ. SIZE		13½	14¼	28	13½	6½	24¼	21¼	3¼	8¾	7½	16¼	4¼	12	17	10	24¾	10	3¾	5¾	18				
2½ OZ. SIZE		9¾	10	29	9¾	3½	28	25¼	−1¾	8	3¾	15¾	½	12	20	6	23¾	6¾	½	3½	14½				

Note: Blank spaces left for any additional carton that might be added to the range. No. 1 adjustment is for the carton magazine. The magazine adjustment is made by putting the carton into the magazine and adjusting angles to suit. All other adjustments are made by setting dial control adjustments by number to point indicated on scale. Additional sizes can be run between minimum and maximum range of machine by making the proper dial settings and recording.

This fully automatic ROSS Cartoning Machine is designed to handle any number of size cartons within this machine's range.

A change to another size carton can be made within ten minutes—without the substitution or addition of interchangeable parts.

The ROSS machine inserts bottle and literature and is available for handling:

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2. Seal-end cartons
3. Top tuck, sealed bottom cartons

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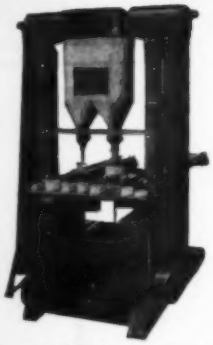
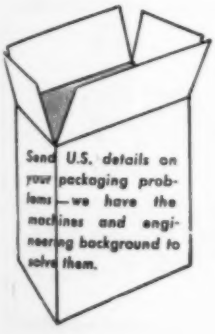


Model MH "BOND" Semi-Automatic VOLUME FILLER, WEIGHER OR PACKER

The manufacturers and packers of the products illustrated above came to **US** for dependable packaging equipment. The Model MH "Bond" filling machine was selected for several reasons. (1) The MH "Bond" is semi-automatic and therefore can be converted easily from one package size to another or (2) it can be used for filling bags, envelopes, cartons, jars or cans. (3) A single operator can fill up to 40 containers per minute. (4) Packed weight is controlled to a fraction of an ounce. (5) It is ideal for packing such products as ground spices, face powder, talcum, flour, soap powder, cocoa, etc.

The Model MH "Bond" is a twin-station machine. **US** also manufactures several other models of semi-automatic and automatic machines with one, two or four stations.

Regardless of your packaging machinery problems, it will pay to discuss them with **US**, just as others have done for many years.



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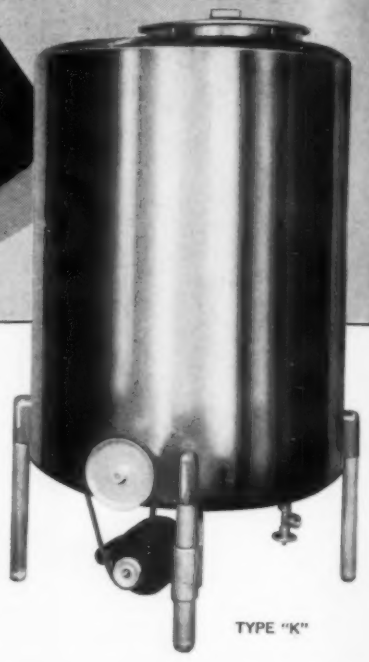
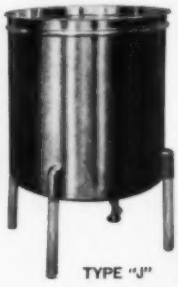


Regardless of what your chemical storage or mixing problem is, a San-I-Tank can simplify it for you—economically and safely. All San-I-Tanks are built by tank specialists. Constructed throughout of 18-8 Stainless with all welds ground smooth and polished. Completely self-draining, sanitary and rust proof. Many extras available such as covers, motors, agitators, etc. Let our engineers give you recommendations on your tank problems.



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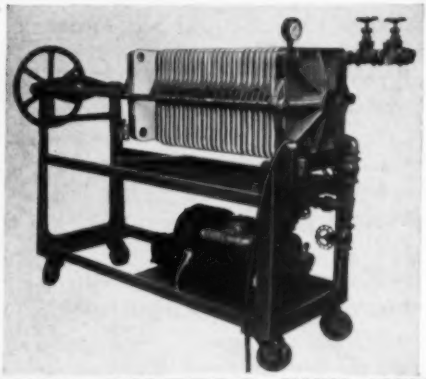

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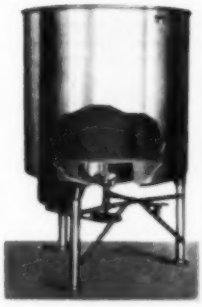

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Packagers of powdered materials like Triangle Auger Packers because they are fast, accurate, simple and easy to operate. They insure tight packaging and offer flexibility to meet varying requirements. They fill and pack all types of powders into any style container.

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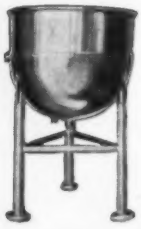

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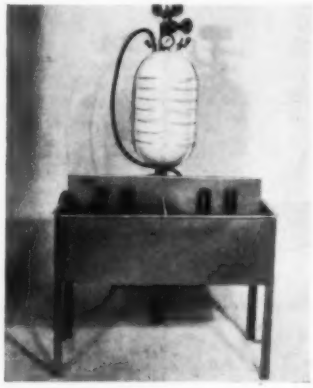

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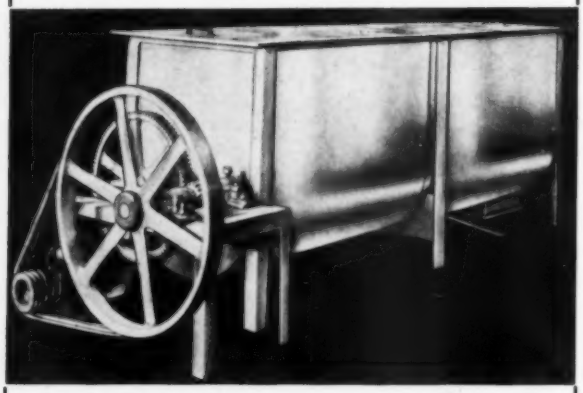

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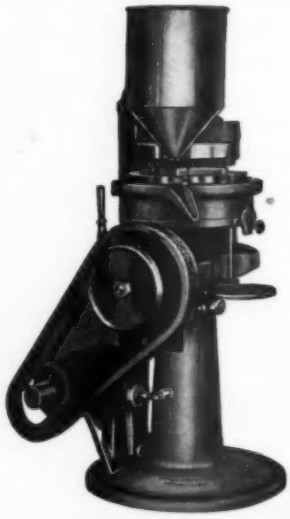

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The design of the Series 200-25 Tablet Machine is an outstanding engineering achievement, the culmination of years of experience in building tablet machines. This compact machine incorporates refinements that provide an entirely new standard of performance for this type of equipment.

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FILLING SPEED
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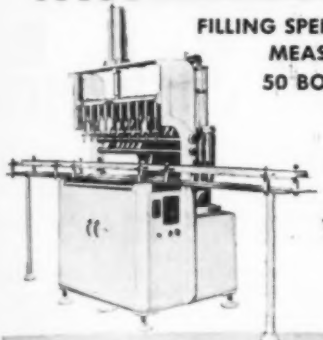

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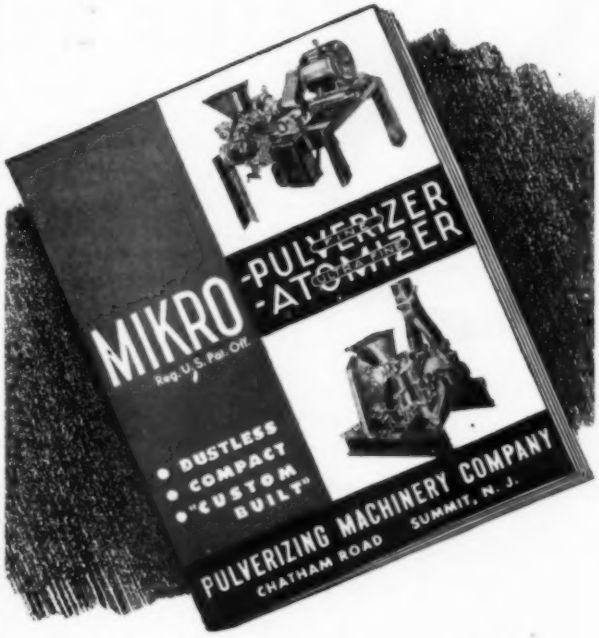

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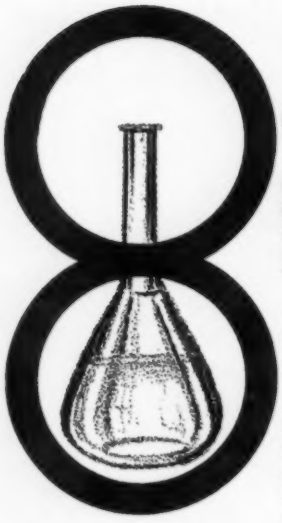

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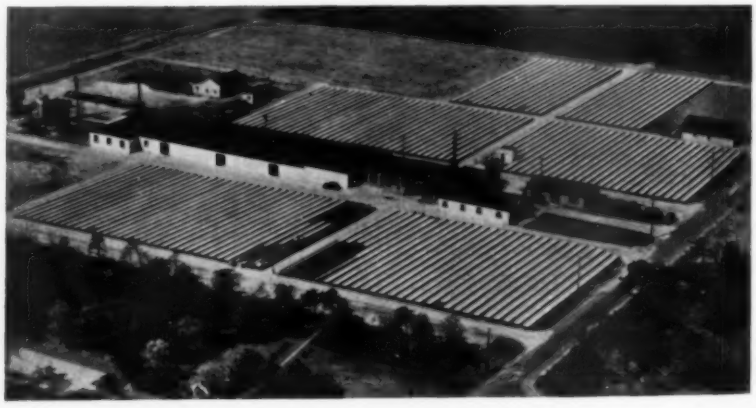

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Announcement

● Effective January 1, 1947, Standard Alcohol Company was merged with the Chemical Products Department of Stanco Distributors, Inc., to form a new organization known as the Enjay Company, Inc., a subsidiary of Standard Oil Company (New Jersey).

● Therefore, PETROHOL and other related synthetic chemicals derived from petroleum that have been marketed by Standard Alcohol Company will henceforth be handled by Enjay Company, Inc., through the same personnel.

ENJAY COMPANY, INC.

(Formerly Standard Alcohol Company)

"The Original Synthetic Solvent Manufacturers"

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ADVANCING THERAPY

Streptomycin Resistance

The early laboratory and clinical experiences with streptomycin have already indicated that the problem of acquired resistance may be of considerably greater importance with this agent than with the sulfonamides or with penicillin. The rapid development of extreme degrees of streptomycin fastness during the course of seemingly adequate treatment in a number of cases of urinary tract infections caused by a variety of gram-negative bacteria that were initially sensitive to streptomycin has prompted the report of M. Finland and his associates (*J.A.M.A.* 132:17, 1946). In their work, twelve cases of infection with various gram-negative bacilli were treated with streptomycin. Eight of these cases failed to show any beneficial effects from this treatment. The failure in each instance was associated with rapid development of extreme resistance to streptomycin. One point is mentioned, however, because it may be of particular significance in relation to urinary tract infections. Almost all the specimens of urine in the present cases were quite acid. It has been shown that streptomycin is much less effective *in vitro* in an acid medium than in an alkaline one. In 3 patients now under observation preliminary adequate alkalization of the urine has resulted in rapid and complete elimination of the organisms from the urine after streptomycin therapy was started.

Organisms in Dried Penicillin

In the British publication, *Lancet* (2:11, 1946), H. Proom reports experiments which demonstrate that penicillin-sensitive organisms may survive in contact with commercial dried penicillin for a considerable time; also that under certain conditions these mixtures when dissolved and injected into animals may cause a fatal infection. In this particular case, when the solution had been allowed to stand for a short time the mixture was no longer infective, but other pathogenic species or strains more resistant to penicillin may remain viable for longer periods. The author thinks that in practice the risk of infection from contaminated dried penicillin is small but that it is sufficient to make it advisable to test the sterility of dried penicillin before use.

Gum Chewing and Gastric Acidity

An interesting study of the effects of gum chewing on gastric acidity in healthy individuals is reported by C. S. Smith, H. L. Wikoff and M. E. Southard (*Am. J. Digest. Dis.* 13:245, 1946). Twelve healthy persons without apparent gastric disturbances were used for this study. After the standard test meal of crackers and water each subject chewed 2 Gm. of a chewing gum (composed of chicle flavored with oil of peppermint) for a period of five minutes. It was found that the chewing of gum depressed the gastric acidity of two thirds of the subjects during the period of an hour. Both the total and the free acidity were depressed in five sixths of the subjects for the first half hour. The maximum total acidity was less in 11 of the 12 subjects when gum was chewed. The time required to reach this maximum did not vary materially from the time required when no gum was chewed.

Amino Acids for Premature Infants

The potentialties of amino acids as supplementary food for premature infants is indicated in a report by J. E. Jorpes, J. H. Magnuson and A. Wretlind (*Lancet* 2:228, 1946). These workers gave a mixture of amino acids, an enzymic casein hydrolysate, as a supplement to breast milk to over 100 premature infants. Usually the daily dose was 2.5 Gm. of amino acids per kilogram of body weight, together with an equal amount of dextrose. The infants tolerated the amino acid mixture well. There were no signs of digestive disturbance. The feeding of this mixture of amino acids produced in every instance a distinctly higher gain in weight than breast milk alone. A comparison between the effects of this amino acid mixture and of a mixture containing undigested casein, dextrose and salts in the same strengths and proportions proved that the gain in weight was consistently greater during the periods when the infants were receiving amino acids than when casein was being administered. By special tests, in which neither dextrose nor salt mixture was added to the diet, it was demonstrated that the gain in weight was due to the amino acids. The results achieved indicate that by administering this supplementary food it is possible to shorten the hospital stay of these infants.

Streptomycin in Tuberculosis Treatment

The possibilities and limitations of streptomycin for the treatment of tuberculosis are indicated by H. C. Hinshaw, W. H. Feldman and K. H. Pfuetze (*J.A.M.A.* 132:778, 1946). As a result of their observations streptomycin is recommended for more extensive trial in treatment of many forms of pulmonary and extrapulmonary tuberculosis because of definitely and consistently encouraging results attendant on its use in a series of 100 cases in the past two years. However, in many instances streptomycin appears to suppress tuberculosis rather than to eradicate it, being apparently bacteriostatic rather than completely bactericidal in the concentrations which can be obtained in the tissues. Treatment of tuberculosis requires large doses of streptomycin for prolonged periods and should not be undertaken unless adequate amounts are likely to be available to complete a course of at least two to four months' duration.

Toxic manifestations should be anticipated in a majority of patients in whom such prolonged treatment is carried out. Disturbance of equilibrium is especially likely to occur and often persists for at least several weeks after the discontinuation of streptomycin therapy.

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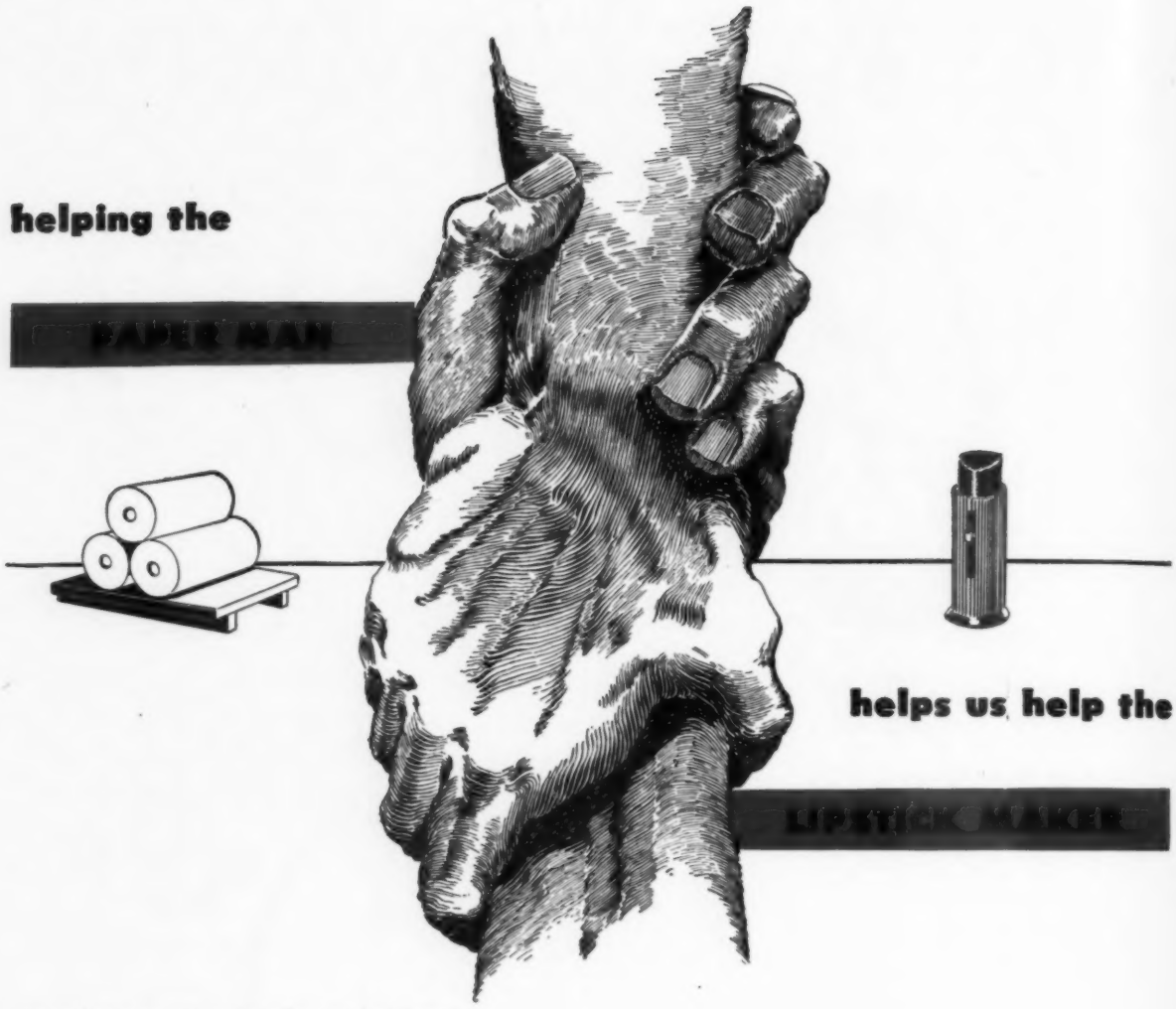

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as a substitute for other and proved effective forms of treatment of tuberculosis.

Fungicides for Dermatophytosis

In an extensive evaluation of a large number of fungistatic agents, both old and new, for the treatment of dermatophytosis, J. G. Hopkins and his associates (*J. Investg. Dermatol* 7:239, 1946) have noted that almost any nonirritating fungicide causes gradual improvement in most cases. In the first two weeks, the percentage cured by many treatments was about the same. In cases observed over four weeks, greater differences were observed. Differences in fungistatic effect were evident, however, within two weeks and were, in general, parallel with those in clinical effect brought out by later observations.

The findings of the investigating team have been summarized as follows: Undecylenic acid and 2-4-dinitro-orthocyclohexyl-phenol (called DN) gave the highest percentage of satisfactory clinical results when tested in dermatophytosis of the feet. DN and trichlorophenol were the most rapidly fungistatic of the agents used, but were irritating in numerous cases. The incidence of irritation was lowest with undecylenic, propionic and benzoic acids. The highest percentage of effectiveness and low incidence of irritation indicated that undecylenic acid was the best of the fungicides tested for routine treatment of subacute cases. However, none of the numerous fungicides tested was immediately effective and none was ultimately successful in all cases. Hence it is concluded that until some fungicide with a higher order of effectiveness is discovered, treatment of dermatophytosis must be varied according to the severity of the case and the degree of sensitization and secondary infection.

Lactic Acid in Arthritis

Considerable success was obtained by Maws (*Lancet* 2:691, 1946) after a 0.2 per cent solution of lactic acid, with a pH of 5.2, has been injected into the hip, knee, or wrist-joints of twenty-six mixed cases of arthritis. Of six wage-earners in the group, recovery was sufficient to enable all to return to their previous employment. Of the remaining twenty, mostly housewives, eighteen secured relief of symptoms and were able to resume work. Only one person, who had active rheumatoid arthritis of the wrists, showed no improvement. Following suitable preparation, an amount of 15-20 mils of the solution was found sufficient for the hip and knee-joints, the wrist-joint requiring only from 2-5 mils. The first symptom to disappear was pain; improvement in mental outlook followed.

Anti-Cancer Extract Studied

According to *Science News Letter* (50:387, 1946), a cancer extract that both destroys cancer in rats and makes the animals immune to further cancers has been announced by M. R. Lewis, P. M. Aptekman and H. D. King in the annual report of the Carnegie Institute of Washington. The anti-cancer material was made by grinding up rat tumors, extracting with alcohol and concentrating the extract by distillation. It was then injected repeatedly into tumors that had been implanted in 58 inbred white rats. The grafted tumors came from other rats of the same strain. In 56 of the 58 rats, the malignant tumors, or cancers, were destroyed and the site of the graft healed with only a slight scar. After one year, 24 of the rats were still free of cancers.

The same kind of tumors, or cancers, were again grafted onto the other 32 of the rats that had been given injections of the tumor extract. More than three-fourths of the animals, 25 to be exact, proved immune to two or three such grafts after the cancer extract injections. When tumors of this same kind were injected into more than 5,000 rats of the same strain that did not have the extract injections, every tumor grew and not one regressed.

The extract also protected 60% of injected rats against cancers of a different kind than that from which the extract was made but which afflicted rats of the same strain.

"PSB" Powder for Otitis Externa

In tropical areas, says G. O. Dean (*U. S. Naval Med. Bull* 46:1696, 1946), otitis externa (fungus of the ears), is a distressing and common condition that is difficult to treat. However, the use of a mixture of penicillin, sulfathiazole and boric acid powders has been satisfactory in curing many cases and preventing recurrences. The preparation of the powder, conveniently called "psb," is very simple. Equal parts of sulfathiazole and boric acid powders are mixed together and enough penicillin powder is added to give the completed mixture a light yellow color. The mixture is placed in a powder blower and kept in the refrigerator ready for use. In treating otitis externa the canal is cleaned of detritus, carefully dried with cotton-tipped applicators, and enough "psb" powder is blown into the dry canal to form a thin coating over all surfaces and on the tympanic membrane. This treatment is repeated daily until the inflammatory condition is substantially reduced. After this, the treatments are repeated as often as necessary to keep a thin coating of "psb" within the canal.

After its value in otitis externa was established, the "psb" powder was used with good results in cases of acute tonsillitis, septic sore throat, and Vincent's angina. Also a penicillin and sulfathiazole powder mixture has proved very efficacious in the treatment of lacerated wounds, contaminated surgical wounds, and in many cases of acute conjunctivitis where boric acid powder would be too abrasive.

Headaches

B. T. Horton and D. Macy, Jr. (*Med. Clinics of North America* 30:811, 1946) have classified headaches into eight main types as a working tool for guidance in treatment. These are: (1) the vasodilating type, caused by dilatation of the arteries or veins; (2) headache due to direct involvement of the vascular walls, as in association with temporal arteritis; (3) mechanical, e.g., due to brain tumor; (4) psychogenic; (5) neuropathic; (6) headache due to involvement of extracranial soft tissues of the head; (7) reflex type, often occurring with constipation or menstrual disturbances; (8) mixed types, as in a combination of migraine and nervous tension headache. Vitamin A has been reported of value in treating headache due to sensitivity to light. Administered intramuscularly in a daily dose of 25,000 units for no more than seven days, it is in some cases more effective in combination with riboflavin orally, in a dose of 2 to 15 mg. daily. The authors consider this type of headache more frequent than is generally recognized. Source of the pain should always be determined.

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Compounder's Corner

Evaluating Barrier Creams

Methods for evaluating barrier creams, better known in the United States as skin protective creams, are discussed by C. G. A. Sadler and R. H. Marriott (*Brit. Med. J.* 2:769, 1946). They remark that the ability of barrier creams to prevent deleterious substances reaching the skin of operatives has been amply proved in practice, and it can be asserted that the so-called "invisible glove" produced when these preparations are properly applied has done much to limit the incidence of dermatitis. Owing to the diversity of industrial processes and products it is not possible to make one cream which can give protection against everything. Neither is it a practical proposition to make individual creams for every specific hazard. The compromise is to classify the known deleterious substances into groups. Investigation suggests that four types of barrier cream are necessary, and the four classes of hazard are: (1) irritant dusts; (2) aqueous materials, (3) solvents and oils; (4) aqueous and oil-containing substances. The measurement of the efficiency with which these creams perform their function is of course the results obtained in actual use. However, it is possible to weed out unsuitable preparations, prior to actual use by workers, through the use of various indicative tests. One of the means of testing consists in spreading the barrier cream on a suitable glass surface and allowing it to dry into a film. This film is then carefully taken off the glass and immersed in the liquid against which it is supposed to be a barrier. By comparing the times taken for the film to disintegrate the comparative efficiency of creams can be assessed.

Another qualitative method is merely to shake up some of the cream with aqueous solutions. If the cream is truly water-repellent it will not disperse in the aqueous solution. If it is partially resistant to water it will not fully disperse, whereas if its resistance to water is poor it will wholly disperse. By this means differentiations can be made between the various creams and it can show quite considerable differences between acid and alkaline solutions. However, this method cannot be used for testing the resistance to non-aqueous solvents, since all the oil-resistant creams are obverse emulsions—*i.e.*, water is the outside phase and they therefore cannot mix with oils.

Another method of investigating the resistance of the film to water followed the method described by Grant for measuring the degree of water-resistance of paper. The method consists in sprinkling the surface of paper with a small amount of icing sugar to which has been added 0.5% of "rhodamin 6G." The paper is floated on the surface of some distilled water and the surface examined under ultra-violet light. As soon as the dyestuff becomes wetted it shows a bright fluorescence, and the time taken for this to occur can be noted. The method does not, however, give a very sharply defined end-point, the fluorescence growing in intensity rather than appearing suddenly. At the same time the results are also subject to the variations in the thickness of the film; but if a rough allowance be made for this by repeating the observations several times, the creams can be differtiated one from another.

It is also possible to measure the resistance of the barrier film in a rough quantitative way by allowing a drop of a solution of dye to fall on to the surface of a piece of typing-paper which had previously been coated with the cream and allowed to dry. Ordinary red ink was used as the dye solution, and the drop was allowed to remain on the surface for exactly four minutes, when it was dried off by means of a piece of filter-paper. Drops of the ink were placed on typing-paper and allowed to remain on for varying lengths of time, ranging from ½ to 4 minutes, when they were blotted off. The series of spots showing on the reverse side of the paper was used as the standard to compare against the color obtained on the reverse side of the paper when barrier creams had been used. In this way it was possible to assess the resistance of the film of barrier cream.

Where more precise information is required, the authors describe a quantitative method and apparatus for determining the permeability of creams. Since there is abundant evidence that creams with a high alkalinity can, of themselves, cause irritation of the skin, all creams should be tested for their pH value. The results of these several methods show that laboratory tests can be used to evaluate the quality of different kinds of products. It was found that those creams which failed under laboratory conditions, also failed when used in the factory.

Emulsified Lipsticks

In discussing the production of emulsified lipsticks, A. Lewinson (Soap, Perfumery & Cosmetics *19:824, 1946*) *observes that the undesirable effect of eosin or similar pigments, which are indispensable for promoting indelibility, may be avoided by adding halogen-absorbing substances to the mixture. These render the bromide or the like harmless before the castor oil can be attacked; the oil serving as the solvent for the so-called bromoacids and similar acid pigments like erythrosin and phloxin. Halogen-absorbing materials include sodium thiosulfate, sodium hydrosulfite, or substances having a similar effect. However, these require water to bring them into solution, hence water must be added to the fatty lipstick mixture. This, of course, can be achieved only by emulsification. Since only a small amount of water suffices with the low percentage (½ to 1 per cent) of the anti-halogen substances, a solid emulsion is obtained. A further addition of a substance for preventing the evaporation of the water, e.g., methyl cellulose, sorbitol, is likewise desirable, and should, of course, take place in the aqueous phase of the emulsion.*

A further advantage of this type of emulsified lipstick is that pigments soluble in water can also be used for giving the fatty pigments a nuance. At the same time, by emulsifying the lipstick mixture, which contains pigments in both phases, a greater degree of adhesion of the coloring matter to the lips is secured, i.e., greater indelibility.

Of outstanding advantage for such lipsticks is the further addition of organic substances which are soluble both in water and in alcohol, e.g., diethylene-glycol-monoethylether, dipropylene-glycol, etc.,

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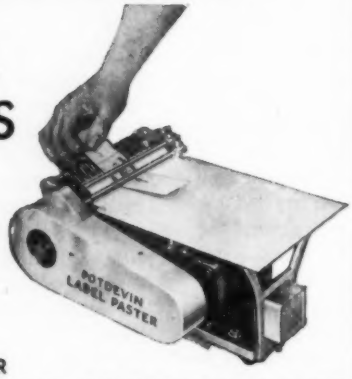

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whereby a closer union of the two emulsion phases is brought about. Of course, in such cases a suitable emulsifier is required, and this is added to the fatty phase.

In order to obtain a pH value of, if possible, 6.0, there should be added to the aqueous phase a few per cent of a sulfated or sulphonated fatty alcohol, e.g., sodium lauryl sulphate, etc., as well as a little tartaric or citric acid, until the desired pH value has been obtained.

As emulsion lipsticks require pigments of both types, which should be dissolved separately in the two phases, it is important that the cosmetic chemist determine the final color desired and the pigments required. Making this type of lipstick presupposes a certain amount of familiarity with pigments.

Lewinson stresses that for the production of good emulsion lipsticks, it is of great importance to see that the substances are mixed so as to be fully homogeneous in a suitable apparatus that can readily be heated, e.g., a color or rolling mill, together with the pigments, both the soluble and the insoluble lakes or dyes. The mass should be perfumed while being ground, but should it not be poured straight into the molds, and is allowed to solidify once more, care must be taken that the mixture is stirred constantly, and only warmed until it is pourable, not until it is entirely melted. In the latter case, the insoluble lakes and pigments would separate out from the mass, and when the latter is poured into the molds would remain in the melting vessel. If, therefore, heating has been too violent (over 65° C.), the mass must be allowed to cool, stirring all the time, until the correct pour-temperature is reached and the pigment has recombined with the rest of the mixture.

With the aforementioned emulsion lipsticks it is particularly important to keep rigidly to the pour-temperature, which depends on the room temperature, the composition of the mass, and the type of coloring matter used. This pour-temperature must first be ascertained with a small sample of the mixture, before the filling of the molds is attempted. With a good lipstick mass and highly polished molds, after a little practice, the margin of error for the pour-temperature should not be more than 1 to 2 per cent.

Liquid Cream Shampoo

To make a liquid cream shampoo, it is suggested in the *Journal of the American Pharmaceutical Association*, Practical Pharmacy Edition (7:502, 1946) that an emulsion of cetyl alcohol or stearyl alcohol be prepared with sodium lauryl sulfate. To this is added a sufficient amount of water to produce the desired sudsing point and concentration. The formula following illustrates a typical procedure:

Cetyl alcohol	**15 Gm.**
Propylene glycol	**10 "**
Beeswax	**2 "**
Sodium lauryl sulfate	**2 "**
Water, to make	**100 cc.**

Melt the fats and the propylene glycol and bring to 65° C. Dissolve the sodium lauryl sulfate in the water and bring to 65° C. Under rapid agitation add the water to the fats. When emulsification is complete add fifty more grams of sodium lauryl sulfate dissolved in enough water to bring the total volume to 500 cc.

Microscopy of Cosmetics

The use of the microscope in the cosmetic laboratory, say C. P. Shillaber and W. W. Edman, demands a good working knowledge of both the mechanics and optics of the microscope. This information cannot be imparted painlessly in one easy lesson. Nonetheless, they have succeeded in providing considerable information in the paper published in the Proceedings of the Scientific Section of the Toilet Goods Association *(No. 6, Dec. 5, 1946 p. 27). This report is devoted primarily to the description of mounting various ingredients of cosmetic powders, but a brief description of emulsion examination is also included.*

Under the bright field microscope, small, discrete, transparent and colorless particles produce images, which, because they are formed entirely by the refraction and diffraction of light are called refraction images. The visibility of the image depends upon the ratio of the refractive index of the particle to the index of the surrounding medium, such ratio being called the relative index of the mount when the relative index, designated as n, *is 1.0, there is no image; but visibility begins and increases as the indicies of specimen and mounting agent diverge. Thus the relative index may be either greater or less than 1.0 and visibility will vary with the difference in terms of the ratio.*

The magnification best suited to the visual examination of powders necessarily covers a wide range, from about 100 to 1,800 diameters. Low apochromatic objectives and high oculars make possible a greater depth of field than can be attained through the use of low oculars with high achromatic objectives. For really high magnification, e.g. anything over 800 diameters, apochromatic objectives and high compensating oculars are to be desired. For photomicrography the magnification can often be double or triple that which is used for visual work.

The visibility of the particles depends not only on the use of a mounting medium with a suitable refraction index, but also on the adequate dispersion or separation of the particles on the microscope slide, so that they will appear as discrete entities. This means that the aggregates must be completely broken apart in the dispersing solution and that the preparation must be handled in such a way as to prevent flocculation as the dispersing medium dries. Details for achieving this are given.

Emulsions, it is stated, are usually not very difficult to mount and photograph. A very small amount of the emulsified liquid is placed on a microscope slide and a cover glass is dropped on it. The resistance of the globules to compression is almost always sufficient to support the cover without appreciably distorting their shape, especially if the globules are very small. For the large globules it may be necessary to study their size before placing the cover glass.

Much of the data in the report are summarized in the following table. It shows the various possible combinations of lenses and suitable mounting media, which should be sufficient for a microscopical examination of almost any kind of cosmetic material. Considerable latitude, however, is permissible in selecting lenses.

Denture Cleaner Patent

A new denture cleaner is described in U. S. Patent 2,409,718 granted to F. D. Snell and K. W. Haeseler. The specifications cover the production of a dry, non-caking powder that is quickly soluble in water, which not only meets the basic requirements for a denture cleaner, but also will clean dentures during immersion for fifteen minutes or so, without the use of any abrasive or brushing. The composition penetrates material caked or dried on the dentures, transforms it, loosens it, and then removes it from the dentures, and causes thorough disinfection. The composition of the cleaner and the range of its constituents is as follows: sodium salt of 2,2′ dihydroxy 3,5,6-3′, 5′, 6′ hexachlorodiphenylmethane 0.5-2 parts, sodium perborate 5-10 parts, tetrasodium pyrophosphate 20–70 parts, sodium lauryl sulfo-acetate 1.5–5 parts, tricalcium phosphate 2–3 parts, and sodium chloride as diluent to make 100 parts total, all proportions being by weight.

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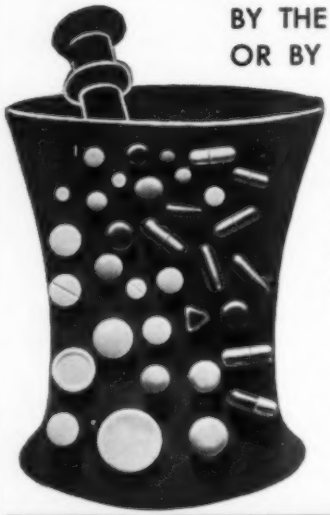

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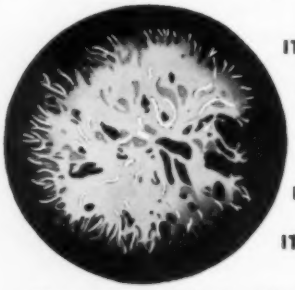

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Perfumer's Shelf

Brazilian Bois De Rose

A comparative newcomer to the family of essential oils, the production of Brazilian Bois de Rose faced many difficulties until brought under the control of the *Consorcio dos Extractores de Essencias Vegetaes*. This organization, popularly known as the *Consorcio*, controls production, exports, and prices in cooperation with the government. According to B. Du Frane (*Agriculture in The Americas* 7:19, Jan. 1941) Bois de Rose oil is obtained from the wood of a tree classified botanically as *Aniba rosaeodora* var. *amazonica* Ducke, a relative of the rosewood tree found in French Guiana. Its wood is gray or light yellow. The tree grows wild in the more elevated areas along the tributaries on the south bank of the lower Amazon River in the States of Para and Amazonas. Curiously, the tree is not found on the north bank of the Amazon.

Bois de Rose oil is distilled at Itacoatiara, Manaos, Barreirinhas, and Maues. The distilleries are located on river banks, and each distillery operates several stills. The rosewood logs are reduced to chips in sawmills equipped with rotary cutting devices, and the chips are then taken to the stills. Distillation is performed without delay in either galvanized iron or copper stills. Stills are capable of handling from about 440 to 1,100 pounds of chips. Approximately 2½ hours are required to process 1,100 pounds of chips. The yield of oil averages about one percent. More than two-thirds of Brazil's Bois de Rose oil is produced in the State of Amazonas; the remainder comes from the State of Para.

Bois de Rose oil, which is similar to Mexican linaloe oil, is used mainly in fragrant soaps, cosmetics, and perfumes. The oil is also prized for the linalool it contains, which is used in fine perfumes. In another form, the linalool may be used in food and beverage flavors. Annual production of Bois de Rose oil Brazil averages about 80 tons.

Mysore Linaloe Leaf Oil

According to M. N. Subba Rao and M. Nagesa Rao in The *Perfumery and Essential Oil Record* (37:312, 1946), the existing literature on linaloe oil indicates that the essential oil is obtained from the wood and also from the berries of the trees. A species of *Bursera* imported from Mexico, namely, *Bursera Delphiciana*, Poisson, has been successfully grown in a large plantation at Tatguni, near Bangalore, and considerable quantities of linaloe oil are being produced by the distillation of the berries including husks from the trees. Since the trees are rich in leaves, these workers subjected the tender leaves to steam distillation and obtained a bright greenish yellow pleasant smelling essential oil. Preliminary experiments have given yields ranging from 0.15 per cent to 0.25 per cent, the maximum yield being given by very tender leaves. As the leaves ripen their oil content decreases. This linaloe leaf oil was examined to determine its physical and chemical properties, which are given in the table below. To permit a comparative study, the corresponding values (published by Narain and Dutt in the *Indian Soap Journal* 10:49, 1945) for the usual Mysore Linaloe oil obtained from the berries are also given:

Values	Mysore Linaloe Oil Leaves.	Mysole Linaloe Oil Berries
Specific gravity	0.8978 (15°C.)	0.8952 (20°C.)
Refractive index 20°C.	1.4581	1.4658
Optical rotation 20°C.	−8° 4'	+1.5°
Acid value	2.1	Nil.
Saponification value	195.4	130
Do. after acetylation	201.2	274
Esters as linalyl acetate	67.67%	40.8%
Free alcohols as linalol	2.16%	47.9%

The leaf oil has a sweet tenacious odor. Its relative richness in the ester content containing more than 1½ times as much as the berries oil makes it all the more useful in perfumes.

These investigators also report that the fresh flower blossoms of the trees give on steam distillation 0.15 per cent of a bright yellow pleasant smelling oil. The quantity obtained so far is too small for analytical examination.

Testing Terpeneless Oils

In the *Perfumery and Essential Oil Record* for November, 1946, it is pointed out that small quantities of terpeneless oils are available from time to time. Since these command a high price it is advisable to make certain that they really are terpeneless, or at any rate that their terpene content is low. It should be remembered that the terpenes have the empirical formula $C_{10}H_{16}$ and that there are two classes, monocyclic and dicyclic. They are all optically active, readily volatile in steam and being unsaturated compounds decolorize bromine. As an easily performed quick test the bromine test is perhaps the best for detecting terpenes. Monocyclic terpenes combine with twice their number of molecules of bromine so that they decolorize bromine water fairly rapidly. Examples of these are *d*-limonene, which is found in oils of orange and lemon, and *l*-limonene found in pine-needle oil, and oil of peppermint. It is *l*-linonene which imparts to the residue of low grade citrus oils their musty, pepperminty smell which is so objectionable. Dicyclic terpenes combine with their equal number of molecules of bromine, so that although they decolorize bromine water they do so less rapidly than the monocyclic terpenes. Examples of dicyclic terpenes are pinene, camphene and bornylene. Pinene is found in pine oils and has a pungent odor very similar to turpentine. Thus a good, ready test is the time of decolorization of 10 ml. dilute bromine water by 2 ml. of the oil under test, and with experience a rough estimate of the type and approximate content of the terpene can be made. Examination of the oil under the polarimeter may or may not detect terpenes, depending upon the optical activity of other components, alcohols etc., present.

Bay Rum Formula

According to a note in the *Perfumery and Essential Oil Record* (37:237, 1946) a high-grade bay rum can be made by mixing:

Oil of bay	6 fl. dr.
Orange oil	½ " "
Pimento oil	½ " "
Tincture of benzoin	4 " "
Alcohol	4 pint
Powdered orris root	1½ oz.
Water	4 pint

Mix the essential oils with the tincture of benzoin and the alcohol and then add the orris root. Allow the mixture to stand for two weeks, add the water, and filter.

Drop Weights of Liquids

In connection with the forthcoming new Swedish Pharmacopoeia, I. Karlson and S. Kjellmark (*Svensk. Farm. Tidsskr.* 50:254, 1946, through *Quart. J. Pharm. & Pharmacol.* 19:461, 1946) determines the drop numbers of a series of liquids at 20° C. A standard

dropper, giving 20 drops per gram with water at 15° C. was used. The results of these determinations, which included the drop numbers of essential oils and related compounds, is tabulated below:

Liquid	Wt. per 20 drops m.	Drops per m.
Alcohol, absolute	0.284	70
" (90%)	0.308	65
" (70%)	0.343	58
Chloroform	0.340	59
Cineol	0.367	54
Eugenol	0.477	42
Hydrochl. acid (2N)	0.986	20
Glycerin	0.863	23
Essential oils:—		
Anise	0.458	44
Bergamot	0.359	56
Cinnamon	0.458	44
Fennel	0.439	46
Geranium	0.405	49
Lavender	0.367	55
Peppermint	0.375	53
Rosemary	0.375	53
Sandal wood	0.458	44
Turpentine	0.347	58
Fixed oils:—		
Almond	0.424	47
Arachis	0.429	47
Sesame	0.424	47
Liquid paraffin	0.407	49
Tinct. of digitalis	0.343	58
Tinct. of nux vomica	0.344	58
Tincture of opium	0.342	58

Pine Oil Studies

To determine its safety as a pediculicide, N. A. Sazonova (*Farmakol. i Toksikol*, 1945, through *Chem. Abstr.* 40:5845, 1946) undertook a series of toxicological studies on pine oil. It was found that, when given orally to mice and when applied as patch tests to rats, the toxicity of pine oil is very slight. Respiratory tests, consisting of eight-hour exposure to mist or vapor containing a concentration of 1 mg. per liter, showed no toxic effects. Patch tests on human skin showed no irritation, but laboratory workers exposed to the vapor for a long time experienced drowsiness and headache. On the basis of this evidence, it is concluded that pine oil is acceptable as a pediculicide.

Measuring Oil Content of Lavender Blossoms

E. Schratz and M. Spaning (*Deut. Heilpflanz* 10:1, 1944, through *Chem. Abstr.* 40:6756, 1946) have shown that with lavender blossoms an increase in the content of ethereal oil was always accompanied by an increase in the number of glandular hairs on the calyx of the flowers. They therefore suggest that a microscopic count of the number of glandular hairs can be used as a measure of the oil content of lavender blossoms, instead of an actual determination of the oil content for the selection of plants.

Essential Oil of "Sea Buchu"

J. L. B. Smith and D. E. A. Rivett (*Trans. Royal Soc. South Africa* 31:111, 1946) have found that the leaves of the plant, *Agathosma apiculata* Meyer, known in South Africa as "Sea Buchu," contain an average of 0.32 per cent of oil, based on the fresh leaves. The composition of the oil and its characteristics vary considerably according to the time of the year the plant is harvested. The physical characteristics of the oil prepared from fresh leaves collected in March and August, 1943, were as follows:

	March	*August*
Specific gravity	0.890	0.888
Index of refraction	1.4841	1.4837
Specific rotation	−5.1	−8.27
Sulfur content	11.0%	8.4%

Air-drying of the leaves causes loss of much of the oil, especially the more volatile part. The oil obtained from air-dried leaves collected in May had the following properties:

Specific gravity	0.906
Index of refraction	1.4853
Specific rotation	−0.66
Sulfur content	12.9%

It was found that 94 per cent of the oil distils over at from 155° to 225° C. at 730 mm. The residue is dark and resinous. The oil has a pungent and tenacious nauseating odor resembling asafoetida. It readily penetrates the skin and the degradation products have an extremely offensive odor and a relatively high toxicity. When preserved in well-sealed containers the oil shows no marked change, but in the presence of air a clear resin deposits after several months.

Among the Rutaceae, *Agathosma apiculata* is unique in that its oils have now been found to contain a relatively high percentage of sulfur. The oil is highly unsaturated and contains 25 per cent of *l*-beta-pinene which seldom occurs in South African plants; 8 per cent of an unidentified terpene, boiling at 171° to 173° C.; 30 per cent of butyl-1-pentenyl disulfide; 30 per cent of a liquid compound, possibly a hexadienyl ester of butyric acid; 7 per cent of unidentified resinous matter, and a trace of a free acid, probably butyric acid. Aromatic compounds appear to be absent, and phenols and phenol ethers, if present, occur in very minute amounts, The terpene content is highest at the end of winter, while air-dried leaves contain very little of this component. Because it has not been previously recorded in the literature, the compound, butyl-1-pentenyl disulfide has been given particular study.

Studies on Indian Turpentine

Investigations on spent turpentine have been carried on by B. Bhushan, K. C. Gulati, and M. L. Joshi (*J. Indian Chem. Soc.*, Ind. & News Ed. 8:124, 1945). The spent turpentine, obtained as a residue in the treatment of Indian turpentine with dilute sulfuric acid to produce terpin hydrate, was of pleasant odor and had the following constants:

Specific gravity	0.8710
Index of refraction	1.4728
Iodine number	166.9
Acid value	0.11
Saponification number	2.50
Hydroxyl content	1.543 %

It appears that the alcohols were tertiary. The fraction boiling up to 170° C., available as a 68 per cent yield could be used as an inferior grade of turpentine. The residue corresponding to this fraction was distilled with steam and then distilled under reduced pressure, yielding a pine oil substitute having the following constants:

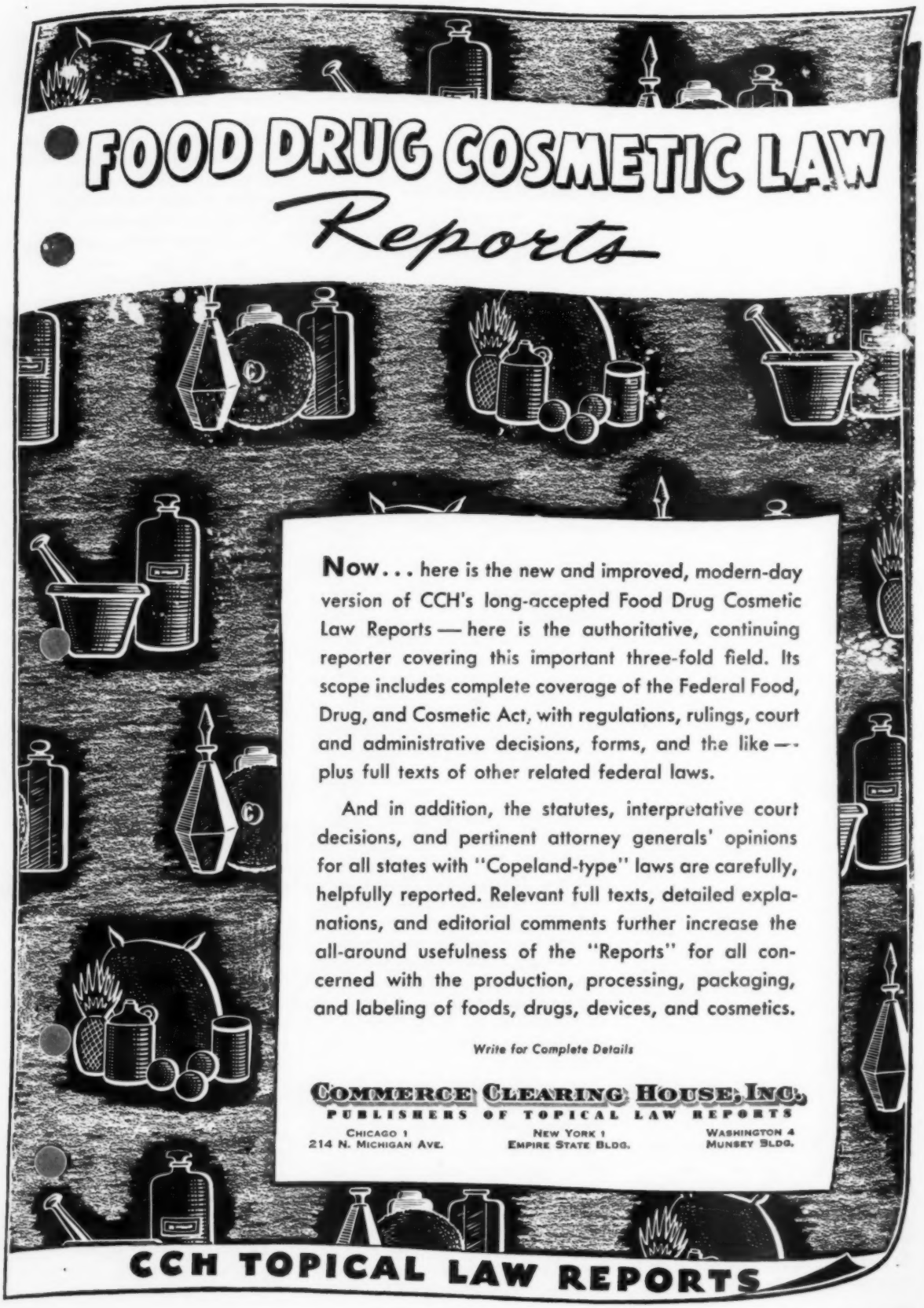
Specific gravity	0.9292
Index of refraction	1.4940
Iodine number	165.35
Hydroxyl content	2.653%

Essential Oil from Ginger Scrapings

N. S. Varier (*Current Sci.* 14:322, 1945) reports that air-dried scrapings from North Travancore ginger rhizomes, on distillation in a copper still with water, gave an 0.8 per cent yield of a light yellow oil distillate, with the following characteristics:

Specific gravity, at 30° C.	0.8905
Refractive index, at 30° C.	1.4859
Specific rotation	−5.2°
Acid value	0.90
Ester value	6.10
Acetyl value	72.2

Various fractions of the oil were found to contain camphene, beta-phellandrene, and zingiberene.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Patent Thoughts and Trends

By THOMAS CIFELLI, Jr., Patent Attorney

New Uses of Old Materials—Should They be Patentable?

In the drug and cosmetic industry, as well as in other fields, workers are often confronted with a situation where, after considerable effort in time and thought and work, they find just the right chemical for their purpose, only to learn that the particular use they have in mind is covered by a patent even though the chemical may have been known for some time. If perchance such an experience is fresh in the reader's mind from personal experience, it would not be difficult to forecast the answer he would give to the question raised here. It would be almost like some one asking your wife what she thinks of her husband right after you informed her she couldn't have that fur coat she had her eyes on for a long time. In both cases, it is felt that the wise thing to do is to table the question until a safe cooling-off period has elapsed. What follows assumes that such is the case here and that if the reader has had experience in this line, he has had sufficient time to get over it and approach the question with an open mind.

First, it is advisable to say that here we assume only cases where the new use is one which is really unexpected or which does give better results and would not be within the expected skill of the routineer. Also, and this is no mean assumption these days, we assume that a patent on the new use has been obtained. Furthermore, we shall not consider the plight of the holder of the use patent in exploiting the invention under present court decisions. Instead, we shall merely consider the matter from the broad or philosophical standpoint—whether it really promotes progress to allow patents covering new uses of old unpatented materials.

In approaching this problem it seems desirable to list the various groups which might be involved and which might have differing views. One list might be the following:

1. The holder of the patent on a new use of the old material.
2. The manufacturer of the old material.
3. The person who would like to use the old material for the patented use.
4. The rest of the American people—the so-called public.

Of course, it is possible that in some instances a given person or organization may belong to more than one of the foregoing classes, but that is the exceptional case and we shall not concern ourselves with it in this broad discussion.

We need not take up the patentee as his interests doubtless dictate an affirmative answer to the question.

Consider the manufacturer of a known material, say common table salt. He has been selling salt as long as he can remember, and his father before him. Suddenly, a patent covering a certain use of the salt comes out. Mr. Salt Manufacturer cannot sell his salt for this purpose How does he take it? If he considers the matter objectively he likely will tell himself that the patent really does not take anything he ever had away from him, because he still can sell the salt for all the purposes he had sold it, and his father before him. If he wants to get into the new market for salt he can do so under a suitable licensing arrangement. If he doesn't want to do that, he can sit back and by the time son Jim takes over the business the patent will have expired and there is a new market for the salt.

Did the salt-use patent really hurt the salt manufacturer?

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Incidentally, many technical workers do not realize that this aspect of the patent system works in their favor by operating to make their jobs more permanent by requiring experimentation to find alternative means of accomplishing desired results.

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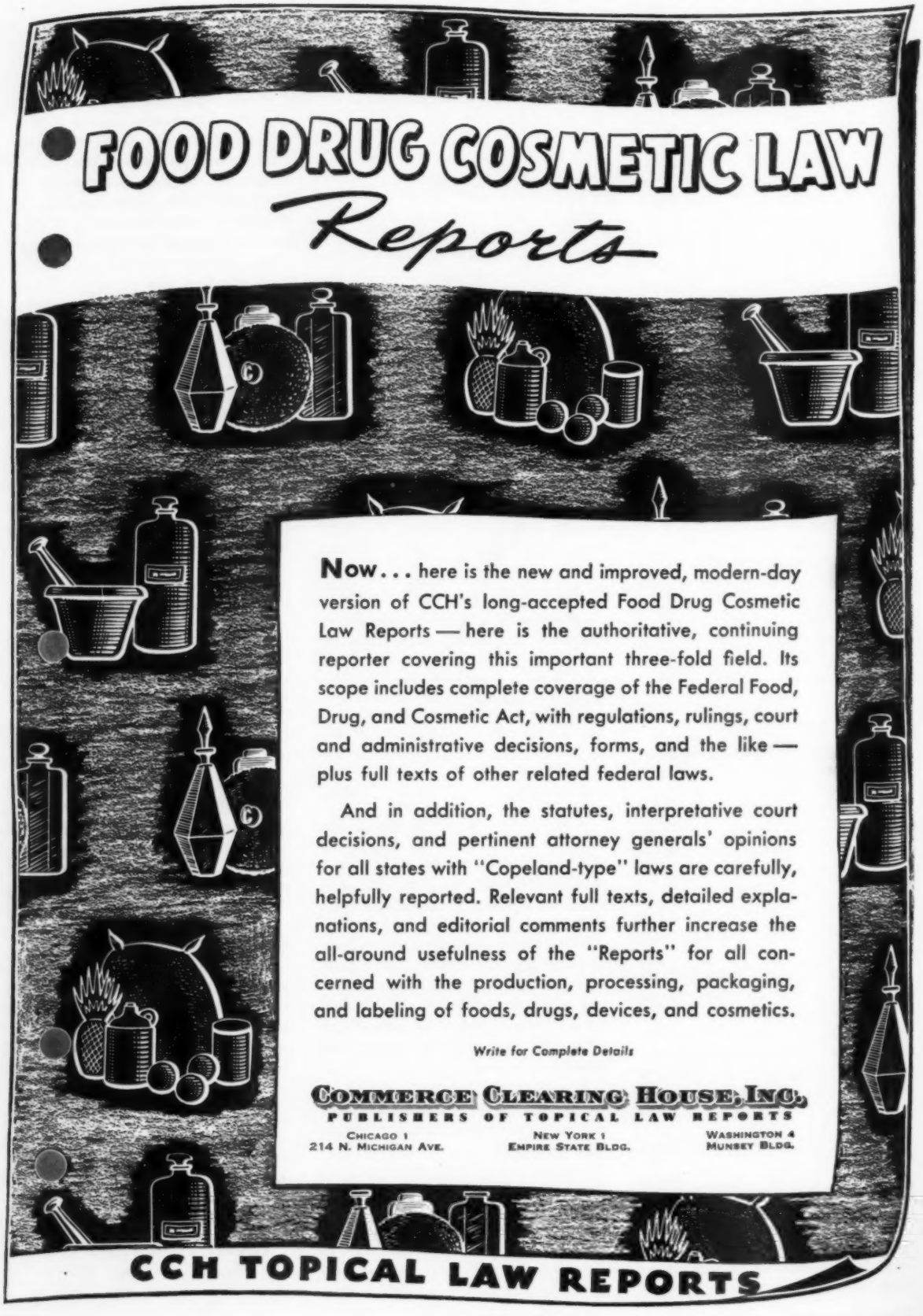
Until the salt-use patent came along, the general public was unaware of the particular use in question. However, like the others, the general public did not lose anything it had before. On the contrary, it now has the benefit of a new use of an old material. It also has the knowledge that someone else is probably trying to find still another material which will accomplish the use as well or better than salt. In other words, the public benefits because the patent in question not only promotes the progress of useful arts by its new knowledge but also acts as an incentive to further advances.

Anti-Perspirant Preparations

Interest in this field was revived recently by the issuance of U. S. Patent 2,412,535 to two Colgate inventors, Richardson and Russell. This patent discloses the use of neutral, stable salts of phosphoric acids to inhibit the corrosive action of anti-perspirant agents on fabrics. Tertiary orthophosphates are mentioned. Metaphosphates, primary and secondary orthophosphates, and acid salts are said to be unsuitable. The claims cover compositions which contain aluminum orthophosphate or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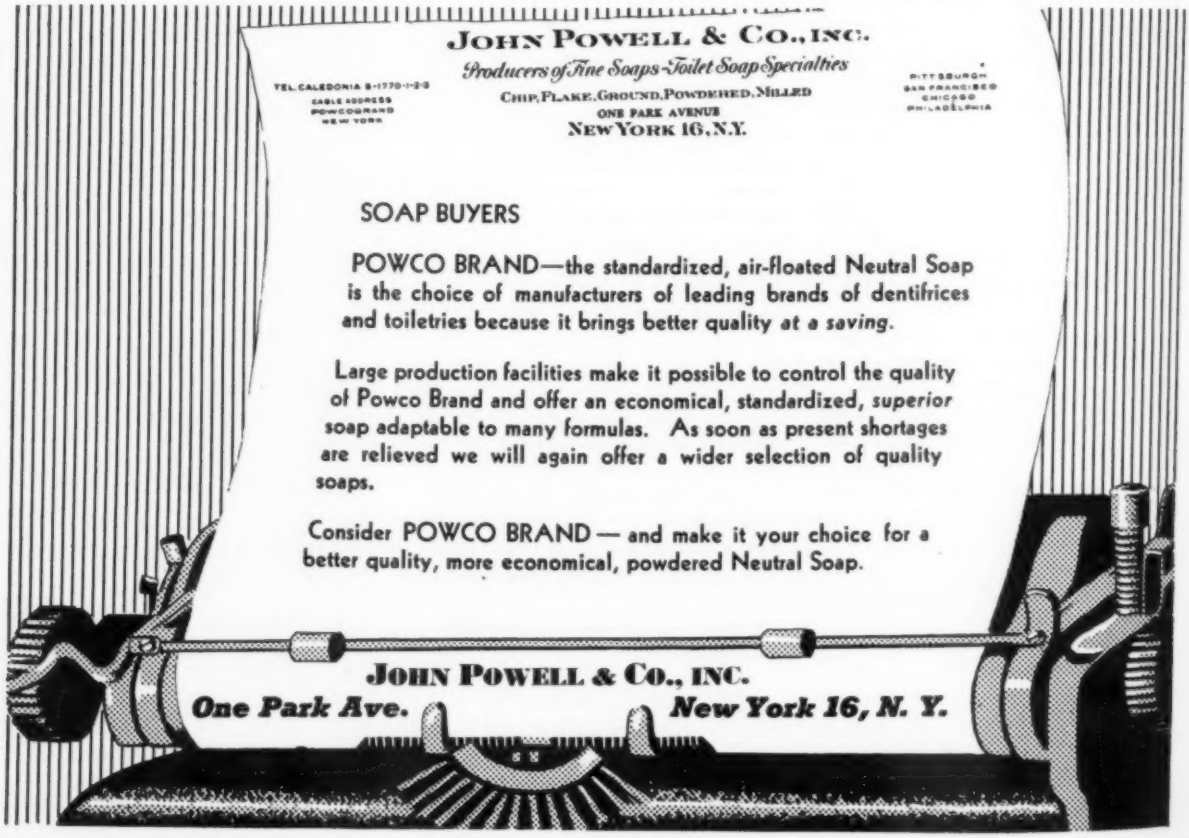
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aluminum pyrophosphate in certain amounts.

According to the patent, the proposed inhibitors are not only anti-corrosive agents, but they also possess anti-perspirant properties themselves.

In the course of the prosecution of the application, the inventors had to distinguish their contribution from that of Wallace et al's U. S. 2,236,387, teaching the use of amides and amino acids as inhibitors. A couple of interesting points were brought out. Data were submitted purportedly showing that at least one mol of aluminum phosphate per mol of aluminum chloride or sulphate should be present. The data follow:

Solution No.	Ratio PO_4 to SO_4	Fabric Loss
124	0.61	−66.2
129	0.53	−64.3
130	0.42	−62.4
131	0.34	−70.0
132	0.24	−80.8
133	0.13	−72.5
124 (Repeat)	0.61	−54.7
134	0.95	−16.7
140	0.96	+2.8
145	0.66	−38.1
147	0.91	−13.1
151	1.34	−4.7

"Arrid," the trade-marked product said to embody the Wallace et al invention using urea, was compared with the patentees' composition. Though the two preparations were found to possess about the same fabric-tendering properties, it was claimed that "Arrid" dries out and becomes granular, whereas aluminum phosphate inhibits granulation.

The Colgate patent is the most recent of a rather long line of U. S. patents which have been issued in this field. Most of them, like the Colgate and Wallace patents, deal with compositions in which materials like aluminum sulphate or aluminum chloride are used as the perspiration inhibitors and the novel contribution resides in finding some material which is said to overcome the undesirable fabric-destroying property of compositions containing these two materials or in preventing granulation.

In 1937, U. S. 2,087,161 (U. S. Industrial Alcohol) was issued containing a suggestion to use aluminum and zinc soaps. The same firm obtained U. S. 2,087,162, dealing with the idea of using higher fatty acids and their esters formed with alcohols having 2 to 4 carbon atoms as modifiers for inhibiting granulation.

Pharma-Craft, in 1940, obtained U. S. 2,210,013, disclosing the use of basic aluminum formate as a fabric-tendering inhibitor. The patentee stated that the formate is unique in that, while it has an acid pH, it nevertheless overcomes the potential acid effect of the aluminum salts used as astringents. U. S. 2,210,014, obtained by Pharma-Craft also, teaches the use of water soluble salts of alkali metal or alkaline earth metal and an organic acid as corrosion inhibitors. Calcium, sodium, magnesium and ammonium salts of acids such as formic, acetic, citric, lactic and malic acids are mentioned.

In 1941, Montenier (U. S. 2,230,082) disclosed the use of materials having the linkage

$$-C(=O)-N<$$

to improve astringent materials having high acidity. Specific examples given are acetamide, propionamide, butyramide and amides of lauric, myristic, palmitic, oleic and stearic acids. Also urethanes (ethyl carbamiate) and urea. Two other patents (U. S. 2,230,083 and U. S. 2,230,084) were also obtained by the same inventor. These deal with the use of imide and nitrile compounds as corrosion-inhibitors, specific examples mentioned including carbodiimide, succinimide and phthalimide.

Following the Wallace patent, Lehn & Fink obtained U. S. 2,350,047 in 1944. This patent suggests as corrosion-inhibitors water-insoluble basic compounds of metals. Oxides, hydroxides or carbonates of zinc, magnesium and aluminum are noted. According to this patent, apparently hydrolysis of the astringent develops sufficient acidity to bring about solution of the insoluble basic compounds.

In 1945 Commercial Solvents came up with U. S. 2,368,075 which suggests as a corrosion-inhibitor the use of the reaction product of lactic acid and certain oxazolines, such as 2-hendecyl-4-hydroxymethyl-4-methyl oxazoline and 2-octyl-4-hydroxymethyl-4-ethyl oxazoline.

In addition to the foregoing, there are some U. S. patents which attack the problem in a different way. U. S. 1,984,669 suggests the use of an absorptive base as "Falba." The idea here is to absorb and deodorize perspiration rather than to prevent its flow. In fact, the use of aluminum chloride is avoided.

A deodorant in the form of a puff has also been suggested, in U. S. 2,187,163.

A theoretically-attractive approach to the problem is shown in U. S. 2,294,140, issued to Atlas Powder in 1942. This patent states that a defect in the usual creams is that they dry out, being oil-in-water type emulsions. By the use of novel emulsifiers, the reverse type of emulsion results and since water is the inner phase "drying out" is said to be inhibited to a large extent. The novel emulsifiers are esterified polyhydroxylic materials of the types: cyclic inner ethers of hexitols, particularly the hexides; or mixtures of cyclic inner ethers of hexitols with cyclic inner ethers of hexane pentols, etc.

This patent is also noteworthy as it lists about forty different materials that have been suggested at one time or another as perspiration-masking or inhibiting materials.

Other Recent Patents

U. S. 2,410,084-**(Upjohn)—Recovery of heparin from animal tissue.**

U. S. 2,410,254-**(DuPont)—Vitamin D.**

U. S. 2,412,256—**(Merck)—Production of Erythrina Alkaloids**

U. S. 2,412,272—**(Merck) Acyl derivatives of Vitamin B_6.**

U. S. 2,412,561—**(National Oil Products)—Concentrate of Fat-Soluble Vitamins.**

U. S. 2,412,649-51—**(Riethof)—Process for separation of 3-picoline, 4-picoline, and 2, 6-lutidine.**

U. S. 2,412,707—**(Barnett)—Carotene Extraction.**

U. S. 2,412,749—**(Gelatin Products)—Nicotinamide preparation.**

U. S. 2,412,966—**(Squibb)—Amino-alcohol esters of oxy-benzoic acids. Local anesthetics.**

U. S. 2,412,999—**(Scoville Mfg.)—Lipstick holder.**

U. S. 2,413,000—**(Squibb)—Ozonizing 5, 6-dibromocholestanone.**

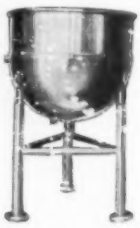
U. S. 2,413,055—**(U. S. A.)—Riboflavin Concentrates.**

U.S.2,413,077—**(Hoffmann-LaRoche)—d(+)-alpha, gamma, dihydroxy-beta, beta-dimethyl-butyric acid-(Hydroxy-alkyl)-amides. Exert biological activities of pantothenic acid.**

U. S. 2,413,419—**(Searle & Co.)—Pellet for administering gonadotropic pituitary hormones.**

U. S. 2,413,615—**(Upjohn)—Nicotinic acid process.**

U. S. 2,413,656—**(Sterling Drug)—Alpha-(metahydroxyphenyl)-beta-methylaminoethanol para-amino benzoate. Vasoconstrictor.**



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Your Trade-Mark Record

(*Continued from page 185*)

AORIST—VI—489,955
Hugh Genske, Philadelphia, Pa.
Ser. Oct. 15, 1945 D. U. Oct. 1, 1945
Reg. 421,565 June 4, 1946

APPROVED—VI—475,375
Sears, Roebuck & Co., Chicago, Ill.
Ser. Oct. 16, 1944 D. U. Jan. 1942

ARCROSS—VI—M—494,995
Affiliated Retailers, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Nov. 21, 1945

ARCROWN—VI—494,997
Affiliated Retailers, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Nov. 21, 1945

ARDENA PORINE CREAM—VI—488,305
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. Sept. 12, 1945 D. U. Feb. 10, 1944

ARISTOCRAT—VI—BCDE—489,703
Aristocrat Leather Products, Inc., New York, N. Y.
Ser. Oct. 10, 1945 D. U. 1927

ARLENE HAYDON with des.—VI—BC—483,557
Irving F. Sternman, New York, N. Y.
Ser. May 18, 1945 D. U. Feb. 8, 1945
Reg. 424,065 Sept. 17, 1946

ATOMIC—IV—487,532
Harry Theobald (The Theobald Industries), Kearny, N. J.
Ser. Aug. 24, 1945 D. U. July 28, 1945

ATOMIX—IV—487,875
Harry Theobald (The Theobald Industries), Kearny, N. J.
Ser. Aug. 31, 1945 D. U. Jan. 15, 1945

ATOMO—IV—A—493,118
George E. Grigg, Jr., Burlingame, Calif.
Ser. Dec. 12, 1945 D. U. Nov. 10, 1945

ATROGENE—VI—M—489,402
R. H. Laird Mfg. Co., Inc. (Rose Laird), New York, N. Y.
Ser. Oct. 4, 1945 D. U. Sept. 28, 1945
Reg. 421,996 June 25, 1946

ATTENTE—VI—BC—489,355
Parfums Verlayne (S.A.R.L.), Paris, France
Ser. Oct. 3, 1945 D. U. Feb. 18, 1944
Reg. 422,327 July 16, 1946

ATTENTION PLEASE—VI—485,145
Golden Arrow Toiletries, New York, N. Y.
Ser. June 28, 1945 D. U. Mar. 1, 1944
Reg. 420,245 Apr. 2, 1946

AUDRENE—VI—ABC—486,533
Charles Benjamin Lang, Paterson, N. J.
Ser. July 31, 1945 D. U. May 5, 1945

AUVERGNE AFTER FIVE—VI—BC—498,021
Charles A. Morrison, Springfield, Mass.
Ser. Mar. 11, 1946 D. U. Apr. 1937

AVADERMA—VI—ACD—487,086
Lightfoot Schultz Co., New York, N. Y.
Ser. Aug. 13, 1945 D. U. June 11, 1945

AUDACIOUS—VI—48,780
Miahati, Inc., New York, N. Y.
Ser. Mar. 10, 1945 D. U. Nov. 9, 1944
Reg. 418,521 Jan. 1, 1946

AUGURE—VI—B—489,536
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Oct. 6, 1945 D. U. Aug. 27, 1945

BF.7—VI—FM—493,880
Belmont Formulas, Inc., Tampa, Fla.
Ser. Dec. 26, 1945 D. U. Aug. 28, 1945

BAA-BAA—IV—M—496,849
Duncan R. Mackenzie (Duncan Mackenzie Co.), New York, N. Y.
Ser. Feb. 18, 1946 D. U. Mar. 13, 1945

BABEMETICS—VI—C—487,772
Dermetics, Inc., New York N. Y.
Ser. Aug. 30, 1945 D. U. June 25, 1945
Reg. 420,038 Mar. 19, 1946

BAGHARI—VI—490,039
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Oct. 16, 1945 D. U. July 5, 1945

BAMA BEAUTY—VI—A—489,141
Northern Laboratories, Birmingham, Ala.
Ser. Sept. 28, 1945 D. U. June 6, 1945

BANGO—VI—BC—492,143
Lanselle Parfumeur S.A.R.L., Paris, France
Ser. Nov. 24, 1945 D. U. Jan. 24, 1938

BANGO BRIGHT—VI—C—488,834
Prince Matchabelli, Inc., New York, N. Y.
Ser. Sept. 21, 1945 D. U. Aug. 21, 1945
Reg. 421,334 May 28, 1946

BARBARESQUE—VI—488,481
S.A.R.L. Nina Ricci, Paris, France
Ser. Sept. 14, 1945 D. U. 1943

BARCELONA—VI—475,792
Consolidated Cosmetics, Chicago, Ill.
Ser. Oct. 28, 1944 D. U. Nov. 18, 1940
Reg. 420,048 Mar. 19, 1946

BAR-H—VI—BCDH—486,201
Hickok Manufacturing Company, Rochester, N. Y.
Ser. July 24, 1945 D. U. Apr. 22, 1945

BASIC BEAUTY—VI—BCE—495,716
Associated Products, Inc., Chicago, Ill.
Ser. Jan. 31, 1946 D. U. Jan. 2, 1946

BATU—VI—BC—494,657
Consolidated Cosmetics, Inc., Chicago, Ill.
Ser. Jan. 12, 1946 D. U. June 8, 1945

BAZOOKA—VI—T—502,228
Nash & Kinsella Labs., Inc., St. Louis, Mo.
Ser. May 16, 1946 D. U. Sept. 9, 1944

BEAU-BELLE with des.—VI—477,092
Dean A. Arnold (Dean Arnold Co.), Fort Wayne, Ind.
Ser. Dec. 1, 1944 D. U. June 1, 1944

BEAU BRUMMELL—VI—486,451
Beau Brummell Ties, Inc., Cincinnati, Ohio
Ser. July 30, 1945 D. U. 1938
Reg. 421,954 June 25, 1946

BEAU BRUMMELL—VI—ADIKS—486,451
Beau Brummell Ties, Inc.
Ser. July 30, 1945 D. U. June 7, 1944
Reg. 422,034 July 16, 1946

BEAUTICATOR—IV—M—501,289
Southern California Plastic Co., Eagle Rock, Calif.
Ser. May 1, 1946 D. U. Apr. 6, 1946

BEAUTY IN THE BAG—VI—C—486,675
Richard Hudnut, New York, N. Y.
Ser. Aug. 3, 1945 D. U. June 28, 1945
Reg. 421,493 June 4, 1946

BECAUSE—VI—ABC—490,689
Parfums Lilly Dache, Ltd., New York, N. Y.
Ser. Oct. 29, 1945 D. U. Jan. 1, 1945
Reg. 422,009 June 25, 1946

BECO with des.—VI—CEH—484,999
Beco Labs., St. Paul, Minn.
Ser. June 25, 1945 D. U. May 1936
Reg. 419,766 Mar. 5, 1946

BEL GAZOU—VI—BC—491,967
Frederic Geille, Seine, France
Ser. Nov. 21, 1945 D. U. Apr. 23, 1942

BEST WISHES—VI—B—494,237
Roberts Creations Co., New York, N. Y.
Ser. Jan. 3, 1946 D. U. Nov. 10, 1945

BE TRUE—VI—B—481,047
George Begley, Jr. (Parfum Dalmora), Chicago, Ill.
Ser. Mar. 19, 1945 D. U. Feb. 12, 1944
Reg. 419,732 Mar. 5, 1946

BEWARE—IV—A—490,184
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 19, 1945 D. U. Feb. 1, 1944
Reg. 421,577 June 4, 1946

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Ser. Oct. 19, 1945 D. U. Feb. 1, 1944
Reg. 421,578 June 4, 1946

BEYOND—VI—BC—499,788
Lentheric, Inc., New York, N. Y.
Ser. Apr. 6, 1946 D. U. May 20, 1945

BIG MO—IV—A—495,589
Colgate-Palmolive-Peet Co., Jersey City, N. J.
Ser. Jan. 29, 1946 D. U. Jan. 25, 1946

BILITIS—VI—ABCH—491,906
Coty, Inc., New York, N. Y.
Ser. Nov. 19, 1945 D. U. Nov. 13, 1945
Reg. 422,579 July 30, 1946

BIZ—IV—A—494,116
Proctor & Gamble Co., Cincinnati, Ohio
Ser. Dec. 29, 1945 D. U. Dec. 1, 1945

BLACK BLAZE—VI—C—490,445
Pond's Extract Co., New York, N. Y.
Ser. Oct. 24, 1945 D. U. Aug. 6, 1945
Reg. 422,338 July 16, 1946

BLACK JADE—IV—B—493,514
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Dec. 18, 1945 D. U. Apr. 1941

BLACK-O-LENE—VI—492,751
Valmor Products Co. (Madam Jones Co.), Chicago, Ill.
Ser. Dec. 5, 1945 D. U. July 16, 1944

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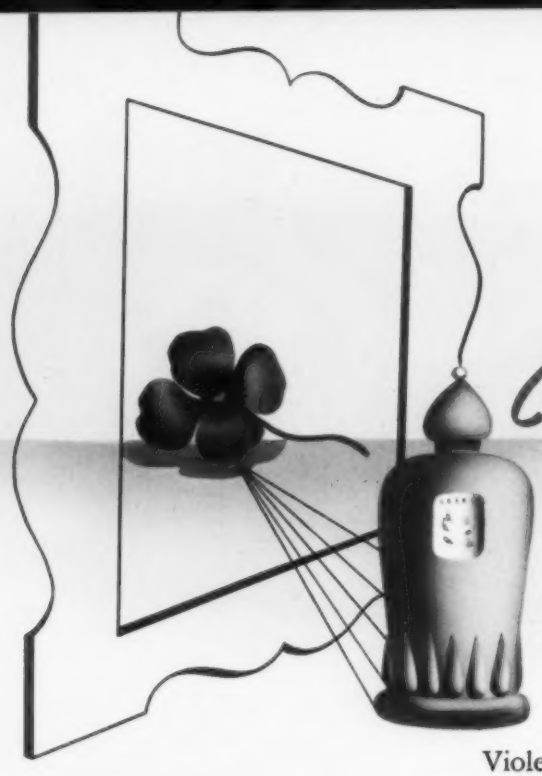

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Esq. Socarras
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BLENDTONE—VI—M—477,675
Wesco Waterpaints, Inc., Berkeley, Calif.
Ser. Dec. 16, 1944 D. U. Nov. 15, 1944
Reg. 420,535 Apr. 16, 1946
BLONDE GOLD—VI—C—484,157
Avon Products, Inc., New York, N. Y.
Ser. June 5, 1945 D. U. Feb. 26, 1945
Reg. 421,258 May 21, 1946
BLUFOAM—IV—A—487,459
Hattie Carnegie, Inc., New York, N. Y.
Ser. Aug. 23, 1945 D. U. Jan. 1, 1943
BLUE LAGOON—VI—C—485,198
Charles of the Ritz, Inc., New York N. Y.
Ser. June 29, 1945 D. U. Jan. 1939
Reg. 419,178 Feb. 5, 1946
BOCAGES—VI—BC—491,847
Lancome S. A., Paris, France
Ser. Nov. 19, 1945 D. U. Mar. 27, 1935
Reg. 422,028 June 25, 1946
BONANZA—VI—B—491,910
The Chemdrug Corp., New York, N. Y.
Ser. Nov. 20, 1945 D. U. Nov. 14, 1945
Reg. 422,365 July 16, 1946
BOY-OH-BOY—VI—I—485,360
Boy-Oh-Boy Products Co., Portland, Oregon
Ser. July 2, 1945 D. U. Feb. 28, 1945
Reg. 420,246 Apr. 2, 1946
"BRAZEN"—IV—A—495,042
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945
BREATH OF AGES with des.—VI—B—498,992
Storrs H. Hall, Southgate, Calif.
Ser. Mar. 26, 1946 D. U. Feb. 28, 1946
BRIGADIER—VI—B—490,451
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Oct. 24, 1945 D. U. Apr. 1941
BRIGHT PETAL—VI—ABCE—492,538
Associated Products, Inc., Chicago, Ill.
Ser. Dec. 3, 1945 D. U. Oct. 26, 1945
BUBALOON—VI—M—490,700
Lillian D. Rock, New York, N. Y.
Ser. Oct. 29, 1945 D. U. Sept. 25, 1945
BUBBLING ZOO, THE—VI—A—491,868
Julius V. Madsen (Julius V. Madsen Co.), Los Angeles, Calif.
Ser. Nov. 19, 1945 D. U. Apr. 1945
BUDS OF HOLLYWOOD with des.—VI—I—481,643
Lee William Miller, Glendale, Calif.
Ser. Apr. 2, 1945 D. U. July 1, 1944
Reg. 418,715 Jan. 8, 1946
BY REQUEST—VI—B—491,857
Les Parfums Worth de Paris, Inc., New York, N. Y.
Ser. Nov. 19, 1945 D. U. Oct. 31, 1945
Reg. 422,029 June 25, 1946

CEB—IV—A—491,250
Spencer D. Embree (CEB Mfg. Co.), Elizabeth, N. J.
Ser. Nov. 8, 1945 D. U. Aug. 1945
C.L.D.P.—VI—ABCH—491,551
Coty, Inc., New York
Ser. Nov. 14, 1945 D. U. Nov. 2, 1945
C. O.—with des.—VI—B—496,044
Punctuation Perfumes, Inc., Bridgeport, Conn.
Ser. Feb. 5, 1946 D. U. Jan. 28, 1946
CRO—IV—A—495,588
Colgate-Palmolive-Peet Company, Jersey City, N. J.
Ser. Jan. 29, 1946 D. U. Jan. 25, 1946
C. W. SHAW—VI—H—493,461
Cornelia W. Shaw (C. W. Shaw), St. Louis, Mo.
Ser. Dec. 17, 1945 D. U. April 1922
Reg. 421,684 June 4, 1946
CABALA—VI—489,459
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 5, 1945 D. U. July 1, 1944
CADORO—VI—B—493,320
James Homer Butler (Ca d'Oro), New York, N. Y.
Ser. Dec. 15, 1945 D. U. Nov. 26, 1945
CALIXTE with des.—VI—B—487,807
Marguerite Selz, Paris, France
Ser. Aug. 30, 1945 D. U. Feb. 1944
CALYPSO—VI—B—489,537
Societe d'Etudes et d'Expansion de la Perfumerie de Luxe, Paris, France
Ser. Oct. 6, 1945 D. U. Aug. 27, 1945
"CANOE"—IV—A—495,044
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945
"CANOE"—VI—ABC—495,045
Les Parfums de Dana Inc., New York, New York
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

CARDINAL—IV—A—487,839
Richard Hudnut, New York, N. Y.
Ser. Aug. 31, 1945 D. U. Aug. 2, 1945
CARDINAL—VI—BC—487,840
Richard Hudnut, New York, N. Y.
Ser. Aug. 31, 1945 D. U. Aug. 2, 1945
CARE—IV—M—498,112
Care Laboratories, Inc., Charlotte, N. C.
Ser. Mar. 13, 1946 D. U. Mar. 2, 1946
CARE—IV—M—498,113
Care Laboratories, Inc., Charlotte, N. C.
Ser. Mar. 13, 1946 D. U. Mar. 2, 1946
CARNATION—VI—484,980
L. Sonneborn Sons, Inc., New York, N. Y.
Ser. June 23, 1945 D. U. Apr. 1921
CARNIVAL—VI—BCE—486,076
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. July 21 1945 D. U. Aug. 8, 1916
Reg. 419,213 Feb. 5, 1946
CAROUSEL—VI—BCHI—484,180
Regent Laboratories, Inc., New York, N. Y.
Ser. June 5, 1945 D. U. Apr. 16, 1945
CARROUSEL—VI—BC—490,842
Lucien Lelong, Inc., Chicago, Ill.
Ser. Oct. 31, 1945 D. U. May 4, 1935
CARVEN—VI—B—495,415
Carven S.A.R.L., Paris, France
Ser. Jan. 25, 1946 D. U. Sept. 12, 1945
CATTLEYA—VI—B—483,494
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. May 17, 1945 D. U. July 25, 1942
Reg. 419,488 Feb. 19, 1946
CAVALCADE—VI—ABCDEHI—484,085
Cavalcade Beauty Preparations, Ltd., London, Eng.
Ser. June 2, 1945 D. U. Jan. 31, 1936
CENSORED—VI—BC—490,900
Parfums Charbert, Inc., New York, N. Y.
Ser. Nov. 1, 1945 D. U. Oct. 15, 1945
Reg. 421,584 June 4, 1946
CHALLIS—IV—A—475,477
Botany Worsted Mills, Passaic, N. J.
Ser. Oct. 19, 1944 D. U. Oct. 11, 1944
Reg. 420,206 Apr. 2, 1946
CHANSON D'AMOUR—VI—B—479,333
Mamie C. Aucoin Decker, (Aucoin), New Orleans, La.
Ser. Feb. 2, 1945 D. U. Dec. 14, 1942
CHARLES OF THE RITZ—VI—BCH—485,757
Charles of the Ritz, Inc., New York, N. Y.
Ser. July 13, 1945 D. U. May 1943
Reg. 420,719 Apr. 30, 1946
CHARLES OF THE RITZ—IV—A—485,756
Charles of the Ritz, Inc., New York, N. Y.
Ser. July 13, 1945 D. U. May 1943
Reg. 419,641 Feb. 26, 1946
CHERIGAN—VI—B—483,446
Perfumes Habana, S. A., Habana, Cuba
Ser. May 16, 1945 D. U. 1937
Reg. 420,830 May 7, 1946
CHIGGEROFF—VI—M—477,059
Cross Products Co., Kansas City, Mo.
Ser. Nov. 30, 1944 D. U. Jan. 11, 1938
Reg. 420,531 Apr. 16, 1946
CHIROBALM—VI—F—486,793
Warren D. Lond (Chirobalm Co.), Oklahoma City, Okla.
Ser. Aug. 6, 1945 D. U. Apr. 1, 1941
CHEZ NOUS—VI—ABCE—492,814
Associated Products, Inc., Chicago, Ill.
Ser. Dec. 7, 1945 D. U. Nov. 1, 1945
Reg. 422,373 July 16, 1946
CILLENTA—VI—K—487,496
Ayerst, McKenna & Harrison Ltd., Montreal, Canada
Ser. Aug. 24, 1945 D. U. July 9, 1945
CINE—VI—BCH—493,429
Consolidated Cosmetics, Chicago, Ill.
Ser. Dec. 17, 1945 D. U. June 13, 1934
CLAD—VI—C—485,993
B. F. Goodrich Co., New York, N. Y.
Ser. July 19, 1945 D. U. May 20, 1944
Reg. 419,207 Feb. 5, 1946
CLAIRVOYANT—VI—BC—498,560
John Peter Wilde (Parfums d'Artimon), New York, N. Y.
Ser. Mar. 19, 1946 D. U. Nov. 18, 1943
CLAROFIN—VI—D—497,616
The Mathieson Alkali Works, New York, N. Y.
Ser. Mar. 4, 1946 D. U. Jan. 18, 1946
CLAVEL DE ESPANA with des.—VI—BCEK—482,849

(*Continued on page 273*)

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IODOXYQUINOLIN SULPHONIC ACID
NEO CINCHOPHEN
OXYQUINOLIN BENZOATE
OXYQUINOLIN SULPHATE
POTASSIUM OXYQUINOLIN SULPHATE
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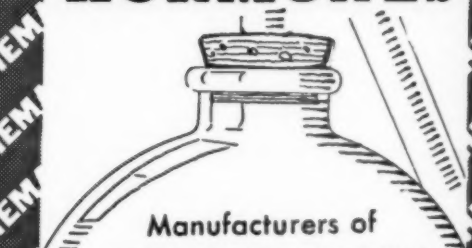

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READERS' QUESTIONS

MOLD LUBRICANT: In preparing a depilatory stick from wax and rosin I find considerable difficulty in separating the hardened stick from the mold. Sometimes a part of the stick will chip off and remain attached to the mold surface. Is there any way in which I can overcome this difficulty? Brooklyn.

It is possible that your molds are not as smooth as they might be or that the inner surfaces are not entirely clean. Such factors might be responsible for the sticking of the hardened product. Perhaps it might be feasible to use a suitable mold lubricant. It is common practice in industry for example to apply a thin coating of talc on the insides of the mold prior to pouring. Powdered soap or a solution of soap which is allowed to dry might be useful in a similar way.

FILM FORMING MATERIALS: I am undertaking some research work on the use of plastic films which can be applied in solid or liquid form. I would be extremely grateful to you if you could aid me in this work by sending me whatever information you deem fit regarding sources and references pertaining to the use of such material. Edmonton.

I would suggest that you write to the following companies requesting their literature on the products indicated, all of which are finding growing use in the preparation of plastic films and in the manufacture of drug and cosmetic products.

Polyvinyl Alcohol—E. I. duPont de Nemours & Co., Wilmington, Delaware.

"Methocel" (Methyl cellulose)—Dow Chemical Co., Midland, Michigan.

Carboxymethyl Cellulose—Hercules Powder Co., Wilmington, Delaware.

"Ethulose" (Ethyl hydroxy ethyl cellulose) George G. Johnston Co., 865 First Avenue, New York 11, N. Y.

I would also suggest that you check through the following reviews and reports. They provide basic information and will also yield additional reference sources which should be pertinent to your work.

Lesser, M.A.: "Possibilities of Polyvinyl Alcohol," *Drug & Cosmetic Industry* 50: 442, Apr. 1945.

Skinner, H. G. & Waud, R.A.: *Canadian Medical Assn. Journal*, 48:13, 1943.

Bergy, G.A.: "Methyl Cellulose in Pharmacy," *American Professional Pharmacist*, 5:691, Dec. 1939.

Hallabaugh, C. B., Burt, L.H. & Walsh, A.P.: "Carboxymethyl Cellulose, Uses and Applications," *Ind. & Eng. Chem.* 37:943, October, 1945.

Deakers, T.: "Methyl Cellulose in Cosmetics," *Drug & Cosmetic Industry*, 48: 152, February, 1941.

Since cellulose compounds and other film-forming materials have become important industrially, there may be other materials suitable for use in the drug and cosmetic field. However, materials mentioned above are the ones which have come to my attention as most suitable for such purposes.

BODY POWDER FOR MEN: I am very much interested in preparing and marketing a body powder for men. Does this material differ greatly from the preparations made for use by women? If so what is the difference? Could you give me a formula? San Bernardino.

Body powders for men do not differ materially from other types of products of this class except perhaps in the kind of perfuming agent used. Obviously, a more masculine type of perfume is required. A typical formula is as follows:

Talc	**50.0**
Precipitated chalk	**25.0**
Magnesium carbonate	**20.0**
Zinc stearate	**2.0**
Boric acid	**2.0**
Perfume	**1.0**

WOOL ALCOHOLS: Recently in reading British pharmaceutical journals and abstracts from British publications, I have noticed frequent mention of wool alcohols. This is a new expression to me. Could you explain its meaning? Miami.

Wool alcohols were added to the sixth addendum to the British Pharmacopoeia and are described as a mixture of cholesterol and other alcohols obtained by the saponification of the grease from the wool of sheep and contains not less than 28 per cent. of chloesterol. A description and the tests for this material are given in the supplement to the 23rd edition of the U. S. Dispensatory. I would also suggest that you read the article on lanolin appearing in the June 1946 issue of *Drug & Cosmetic Industry*.

POWDER BASE: I have a large beauty salon and I make and sell a considerable amount of cosmetics so I am wondering if you can help me by giving me some information. I have been selling a powder base but one of the ingredients which was sold under a trade name is no longer available. I do not know what this material is and I feel that I should like to prepare an efficient powder base from standard materials. Could you give me a formula for such a product? Melbourne.

A formula for a powder base which can be modified to suit your needs is as follows:

Glyceryl monostearate	**20.0**
Spermaceti	**5.0**
Glycerine	**5.0**
Pigment	**3.0**
Perfume	**0.5**
Preservative	**0.1**
Water	**66.4**

All the ingredients, with the exception of perfume and pigment, are heated together to boiling, stirred thoroughly, and stirred until cold. Add pigment and perfume and again stir thoroughly to assure uniform dispersion of the pigment.

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PURCHASING DEPARTMENT

Glycerin Supply Position Improves — Silver Prices Drop Sharply — Mercury and Menthol In Supply.

Three factors were cited by trade circles as offering encouragement for the speedy increase in supplies of raw materials for soap and glycerin producers. These are (1) the rapid growth of imports of copra now coming to the United States from the Philippines. (2) The prospect of getting Belgian Congo palm oil. (3) Announcements by official Government agencies, including the Department of Agriculture, that in 1947 this country will be returned to a fat import basis for the first time since the war began.

Currently the spot market is quiet, but the over-all supply position is better than at any time since V-J Day, according to reports. A lot of 1,000 drums of refined glycerin arrived here from India. Refined glycerin has been extremely scarce in the world markets since few countries have the facilities for processing this material.

Buyers' Strike Shoots Silver Price Downward

The New York official silver price broke sharply during the current trading period with a new low of 71c per ounce being established. As the silver price continued its steep decline there was growing evidence of a "buyers' strike" in the silver market against prices regarded as too high.

Silver was quoted at 90½c last August when trading was resumed following establishment of a new Congressional buying price for newly mined domestic silver, and the subsequent relaxation of OPA controls over the metal.

Trade quarters described the most recent drop as a continuation of the same situation which has existed since the decline got under way in December, 1946. Industrial demand has virtually disappeared, it was explained.

One factor described the market as trying to find a "bottom," but opinion was split as to whether the price has reached that bottom. Reliable quarters pointed out the drop is bound to have a continued psychological effect on consumers who have already avoided large purchases in a falling market.

Meanwhile, consumer resistance against the silver price, and certain clauses of the 1934 Silver Purchase Act continue to be felt. In view of the falling price, there has been a growing insistence among consumers that the 1934 Silver Act—which levies a 50 per cent tax on all profits accruing from silver transactions—be repealed.

In addition, Eastern consumers have attacked the Congressional act authorizing Treasury purchase of the metal at a "fictitious" price as preventing the operation of a free market, "responsive to the laws of supply and demand."

The sharp decline in silver bullion prices was not without effect on the pharmaceutical field. Silver nitrate dropped sharply on the spot market with prices now ranging from 44¾c to 45½c per ounce.

Mercury Easy

No further decline was noted in the spot price of mercury but all hope for an upward tendency seems to have disappeared on reports to the effect that the Spanish-Italian Cartel has reduced its price from $80 per flask to $67 c.i.f. New York in bond, which is equivalent to $87 per flask, duty paid. The Cartel, with headquarters in Madrid and Rome, has established agencies for Sweden, the British Empire, and the United States. All of the agencies will be located in Great Britain, it is learned.

There is very little demand for the metal here and current quotations ranging from $88 to $92 per flask might possibly be shaded with an order.

With reports to the effect that approximately 70,000 flasks of mercury are held in Germany and that a total of about 20,000 flasks are in Japan, Reconstruction Finance Corp.'s announcement to the effect that the United States Commercial Corp. expects in the near future to import 2,900 flasks from Japan has tended to create considerable attention here.

While it is quite possible that this market may be able to absorb this amount, it is generally hoped that the metal will be re-exported or find its way into the United States Government stockpile.

The few domestic mines that have been able to continue operations follow-

(*Continued on page 261*)

JANUARY PRICE CHANGES

UP

Bay oil 10c
Beeswax white 4c
Bergamot oil 75c
Calcium lactate 5c
Cardamom oil $3.50
Cinchophen 30c
Clove oil 5c
Lemon oil Exchange 25c
Italian 15c
Musk ambrette 60c
xylene 20c
Petrolatum lilly white ¾c
Potassium iodide 15c
Sabadilla seed 3c
Saffron American 5c
Sarsaparilla root, Honduras 10c
Mexican 15c
Wild cherry bark green 2c

DOWN

Anise oil 15c
Balsam Copaiba SA 15c
Balsam Tolu 25c
Camphor oil white 10c
Cantharides Chinese 10c
Caraway oil 50c
Carnauba wax No. 1 20c
Cedar wood oil 6c
Chamomile Roman 15c
Coriander oil $1.50
Geranium Bourbon $2.
Grapefruit oil 22c
Lemon grass oil 5c
Menthol 50c
Patchouli oil $2.
Pimento leaf oil 50c
Rhubarb root 25c
Sage oil Spanish 10c
Silver nitrate 14c
Spruce oil 10c
Turmeric root Aleppy 1c
Madras 2c

• Prices quoted in this section were current on the first of this month.

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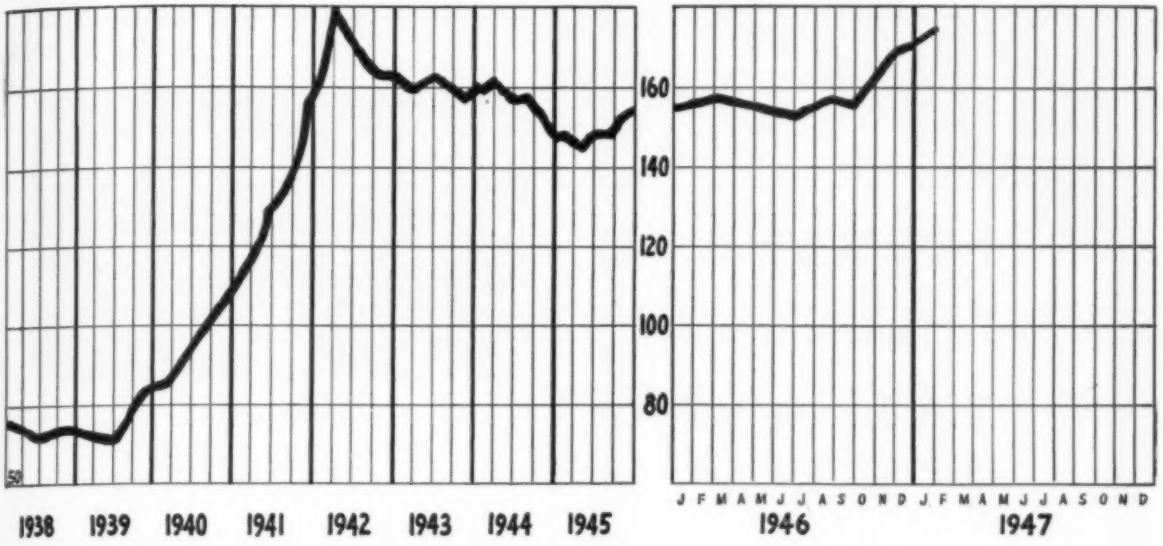
50 Raw Materials—Weighted Price Index. 1926=100.



The price index of fifty commodities for January advanced from 171.4 to 174.9.

Prewar Sources of Foreign Essential Oils Return To This Market. California Lemon Oil Up 25 Cents.

Buying interest in the market was relatively dull in comparison with the unusual activity prevailing during the middle of last year. Trade sources stated that the inability of manufacturers in allied fields to obtain sufficient quantities of raw materials is reflected in limited purchases of essential oils.

A review of the 1946 market, however, indicates that the essential oil trade has progressed well beyond the half-way mark in the transition from wartime curtailments to peacetime normalcy. Prewar sources of foreign essential oils are gradually returning to the market with offerings of scarce oils. In the latter months of last year oils of orris were received from the Netherlands, Italy, and France; and juniper berry oil from Australia, Czechoslovakia, Italy and Yugoslavia.

The first imports of bitter almond oil into the United States since 1941 were received in September 1946 from French Morocco. The quantity was an exceptionally large one for this item—about 33,015 pounds. Total imports of oil of bitter almond into the United States in 1940 were 5,519 pounds, and in 1941 only 1,309 pounds.

Lemon Oil Up

A highlight in the essential oil market was the advance of 25c a pound in the price of California lemon oil. The new and higher price of California lemon oil announced by local representatives of the California Fruit Exchange marks the first change to take place in this widely used oil since June, 1940.

Demands for lemon oil are running far in excess of the supply. Some oil has been arriving from Italy but the quantities have not been sufficient to bring about any relief in the tight supply position and replacement costs remain firm and high.

Development of Essential-Oil Industry, Argentina

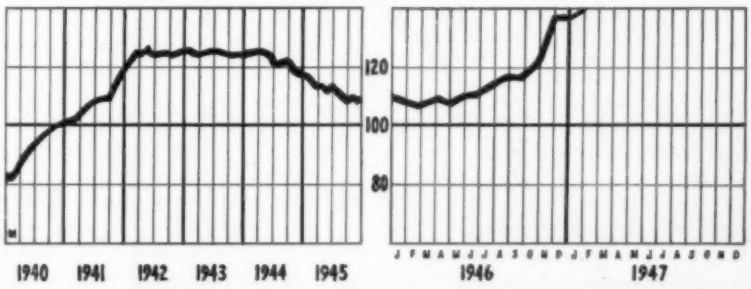
During World War II, Argentina's botanical resources were developed into an organized essential oil industry. Included in the important oils distilled are: peppermint, orange, lemon, eucalyptus, lavender and rose geranium.

The Camara Argentina de Perfumeria, in Buenos Aires, composed of Argentine cosmetic manufacturers, maintains a research laboratory for the study of essential oils. The Section of Special Cultivation of the Ministry of Agriculture also conducts experimental studies relating to essential oils.

Bergamot Higher

Trading in natural Italian oil was not materially retarded by the fact that spot quotations advanced to from $5.25 to $6.50 per pound. The inside price was 70c per pound higher than that which prevailed prior to the upward movement of prices in the Italian market. Buyer interest in the American market was maintained at a high level, but it was expected that there would be a gradual tapering off in buying as higher priced

15 Medicinal Chemicals—Weighted Price Index. 1926=100.



The medicinal chemicals index was up to 165.4 from the previous 158.6.

Talc . . .

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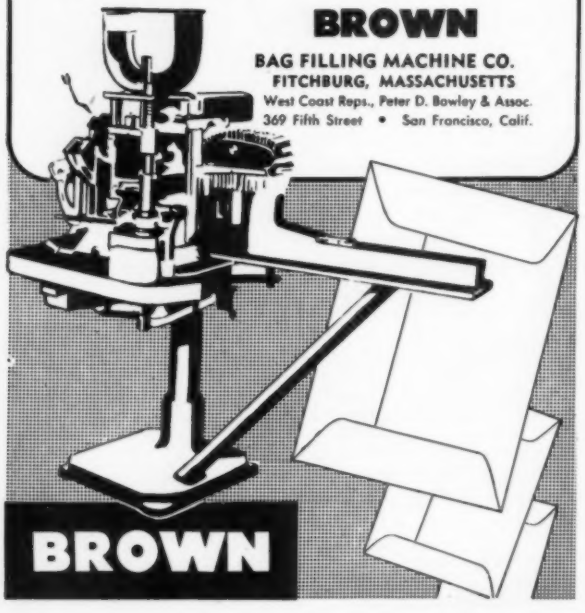

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material came into the United States. All prices were firm, and dealers were reportedly postponing replacement in hopes of reductions at the primary market.

Bois de Rose Down

Steady improvements of stocks of bois de rose on spot, and the gradual easing of the situation at the Brazilian primary markets, sponsored a price reduction of 10c per pound for this oil establishing a range of from $5.15 to $6.00 per pound. Buyer interest was still keen although there was a slight slump during the holiday period. Although there was a marked decline in receipts of bois de rose from Brazil during the latter part of the trading period under review it was generally felt throughout the trade that the supply of oil from that source was relatively assured.

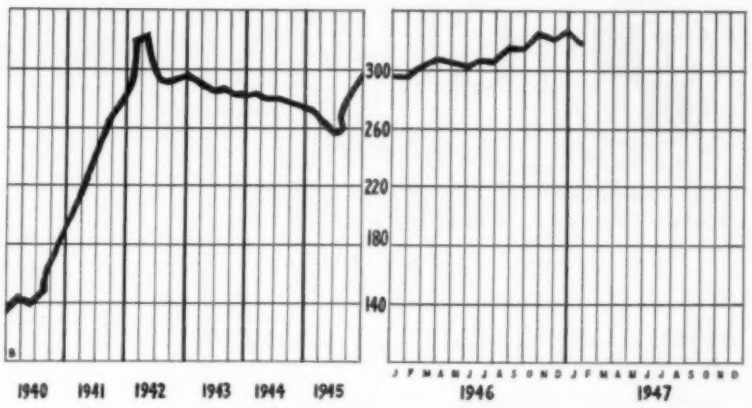
Citronella Improves

Continual improvement in the import situation sponsored lively interest in this division of the market as stocks were slightly larger. Demand continued to outstrip supply by a large margin, but shortages were not considered as acute as they had been during earlier months, and it was generally believed that eventually sufficient material would be available to promote steadier movement. Although oil was not moving in large volume from any source, the steady nature of supply in small quantity was a definite indication of better situations in the primary markets which would gradually exert a healthy influence on the American trading. Imports during the period under review included shipments from Guatemala and from Ceylon.

Clove Oil Advances

Persistent shortages which had curtailed movement of U. S. P. clove oil for many weeks, forced an advance of 5c per pound in the inside price for that oil, establishing a range of from $1.50 to $1.85 per pound. Demand was undiminished from the high level it had maintained for several months, but dealers were unable to meet more than a fraction of the needs of manufacturing consumers, and it was reported that backlogs of orders would control all the oil available to certain dealers for several months. All prices were firm, and there was little prospect of easing in either prices or supply within the next few months.

15 Botanicals—Weighted Price Index. 1926 = 100.



The botanicals index declined from 341.1 to 335.1. Belladonna dropped sharply to $1.75 per lb., rhubarb was lower at $1.25.

Mercury Easy

(Continued from page 257)

ing the substantial drop in price and the termination of war contracts shortly after the war will, it is feared, be forced to shut down should this imported metal appear on the domestic market.

In September last year domestic mercury mines endeavored to prevent the importation of over 8,200 flasks from Belgium which included metal that had been seized in Europe. This metal, however, has virtually all been sold.

According to official figures imports in the second quarter of last year were nearly four times those for the first quarter, the metal coming from Spain, Chile and Italy, in addition to that from Mexico, the only country listed for the first quarter. Italy was a source of imports for the first time since 1940. The imports rose from 1,256 flasks in the first quarter to 4,599 flasks in the second quarter of last year.

More Menthol Arrives

Approximately 1,266 cases of menthol arrived here from Brazil with a valuation of over $400,000. The arrival, it is learned, is consigned to a large consumer and represents the final delivery of a purchase totaling about 100 tons made in Brazil back in July.

Prewar consumption of menthol in the United States amounted to about 250 to 300 tons annually. While the recent arrivals of such large quantities to a single consumer have stirred considerable interest here the receipt of these goods is not regarded as unusual in light of increasing outlets in the United States and the fact that Brazil has been the only source of our supply over the past four years.

While recent arrivals from China and Japan have tended to create considerable speculation here as to the future trend of prices, it is understood that there was a total of about 48 tons on hand in Japan following the war and that out of this amount 25 tons have already been received here by the United States Commercial Co. and sold under sealed bids. The balance, or 23 tons, was allocated to other countries.

It is hoped China will be in a position to furnish increasing amounts of menthol but up to the present time, authoritative reports concerning crop conditions and the amount of material available for export are definitely lacking.

Some trade factors maintain that the coming crop of menthol in Brazil will be small and will not exceed fifty tons due to a drought in the early part of the mint growing season and a heavy infestation of grasshoppers in the latter part of the season.

Locally the market displays a steadier tone with spot prices at from $7.00 to $7.25 per pound.

Olive Oil Firm

Spot olive oil market was quiet, but the tone was firm with sellers asking from $8 to $8.50 basis drums and tins.

However, there was good buying interest noted, but in some quarters it was felt that absence of trading was the result of a feeling that by waiting the market out some buyers may be able to shade schedules.

There were reports of some offerings of Italian olive oil developing, but so far these were reported to be on the basis of

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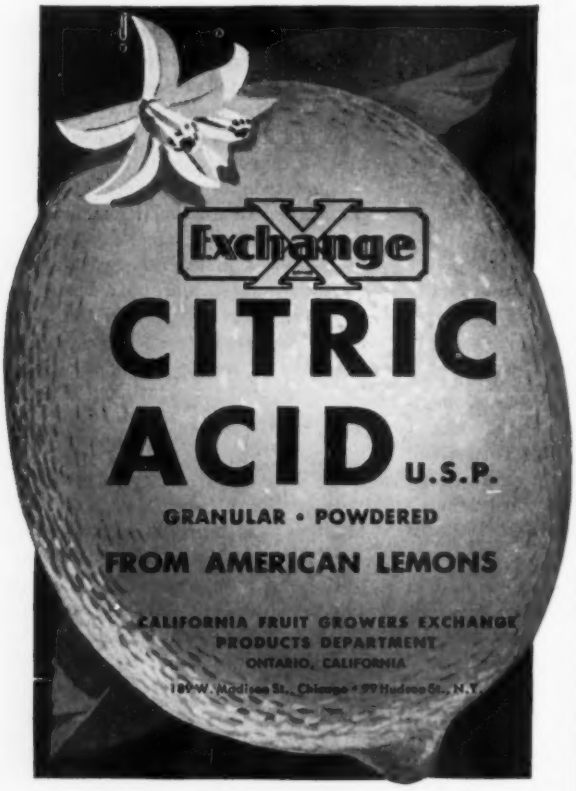

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another barter, including an exchange of two units of soy bean oil for one unit of olive oil. It was also reported here that Italian exporters have Government backing in this move. No totals have been mentioned. The last barter deal covered around 3,000 to 5,000 tons, and this was straight exchange, gallon for gallon, of soy bean oil for olive oil, the purpose being to obtain the vegetable oil abroad, and also to establish credits in the United States by Italian shippers.

Ephedrine Salts Up

Leading manufacturers of ephedrine salts announced price advances and now quote: ephedrine alkaloid anhydrous in 100 oz. bottles at 84c per oz.; 1 oz. bottle 99c per oz. Ephedrine sulfate USP XII crystals is now offered at 57c per oz. in 100 oz. lots, 72c per oz. in single oz. bottles. Ephedrine sulfate USP XII powder is 1c per ounce higher than crystals. Ephedrine hydrochloride USP XII is 3c per oz. higher than ephedrine sulfate USP XII crystal.

CRUDE DRUGS

Competition is not a factor in the current crude drug market. Price trends of crude drugs are mixed. Some declines have occurred, but the general movement is still upward.

Imports of crude stocks are constant in quantity if not in quality, with many prewar sources renewing trade relations with this country. During the third quarter of 1946, 376,222 pounds of nux vomica were received from French Indo-China, the first to arrive from that source since 1941.

While crude drugs, especially the imported products, are in better supply, domestic botanicals are still tight since collections have been inadequate. Reports from the field mention belladonna specifically as being in short supply.

During the first 9 months of 1946 crude drug imports rose 64 percent above those of the comparable 1945 period. Again, the dominating influence was licorice root which accounted for approximately 70 percent of crudes imported during the January-September period.

New Vanilla Arrives, Prices Firm

The arrival of about 100 tons of vanilla beans from Madagascar was somewhat smaller than the trade had anticipated. At least 25 tons of the cargo is known to be last year's beans, and reports indicate that the bulk of the shipment consisted of old crop. Out of the total purchases made for forward delivery it is expected that approximately 200 additional tons are to come forward.

Spot prices of Bourbon beans remain unchanged at 8.50 to $9 per pound but indications are the market will be higher later this year since the 1947-48 crop is reported to be the smallest in ten years due to the poor condition of the vines and a shortage of labor.

Although spot prices on Mexican beans are lower than those previously in force they are still considerably higher than the prices at which Bourbon beans are selling. Since the coming crop of about 200 tons has already been purchased by native curers in Mexico rather than by American houses, there is little hope of shipping prices declining any further. The new crop, it is pointed out, is in the hands of those who are financially able to hold the beans at current high levels.

According to a report in "Foreign Commerce Weekly" the Madagascar 1946 crop of vanilla beans may total more than 500 metric tons. The crop was gathered from May to October, and some of it will probably be shipped in February 1947.

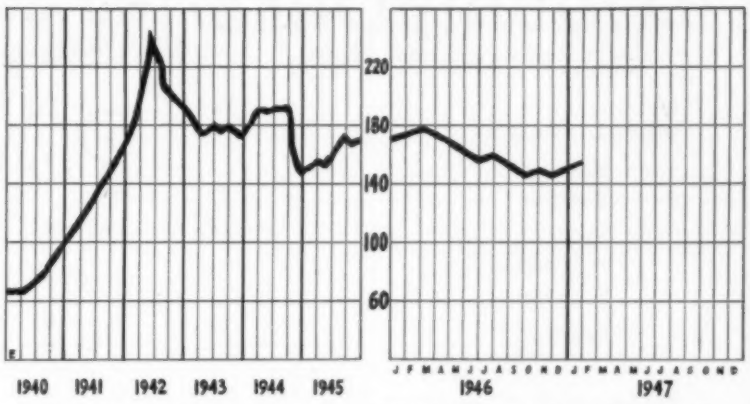
The quota on exports of vanilla beans has been abolished, and there is no limit to the amount of good-quality vanilla beans exporters may ship to the United States, the report states.

Old stocks of exportable quality probably amount to about 200 metric tons. Vanilla bean crops vary in size. In 1944 about 225 tons were produced, and in 1943 the crop totaled 562 tons, according to this report.

Exports of Gum Arabic

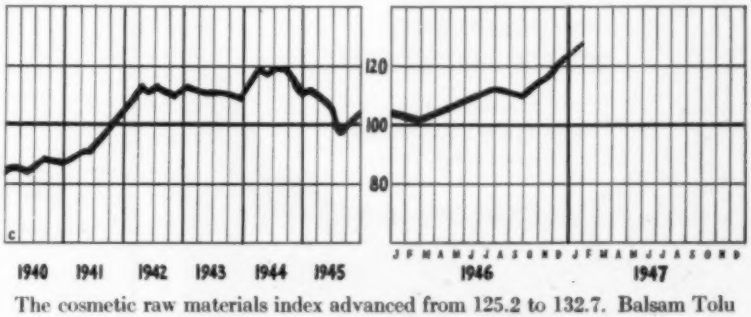
Exports of gum arabic from the Sudan during the 6 months ended June 1946 amounted to 18,404 metric tons, reports the British press. Of this amount, the United Kingdom imported 6,807 tons. Throughout the same period, arrivals of gum arabic in the United States from the Sudan totaled 3,341 metric tons, according to official United States statistics.

15 Essential Oils—Weighted Price Index. 1926=100.



The essential oils index advanced from 143.6 to 145 0. Anise and Bois de Rose were lower; Bergamot, Clove and Lemon oils were higher.

25 Cosmetic Raw Materials—Unweighted Price Index. 1926=100



The cosmetic raw materials index advanced from 125.2 to 132.7. Balsam Tolu and Menthol declined; beeswax, borax, and petrolatum were higher.

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Industry's Books

Elementary Bacteriology, by Joseph E. Greaves, M.S., Ph.D., Professor of Bacteriology, Utah State Agricultural College, and Ethelyn O. Greaves, M.S., Ph.D., Professor of Nutrition and Dean of the School of Home Economics, Utah State Agricultural College, Fifth Ed., 613 pp., Illus., W. B. Saunders Co., Phila., $4.

Recent advances in bacteriology have necessitated a drastic revision of this work. Some of the topics appearing for the first time are: the electron microscope; the work of the Americans, Walter Hesse and his wife, on the use of solid media containing agar-agar; the development of antiseptic surgery; sulfa drugs and penicillin; the great advancements made in viruses. Sections have been added on influenza, typhus fever and Rocky Mountain spotted fever. New material has been included on infantile paralysis. The new science of the microflora of sea water and sea mud is introduced. The intestinal microflora is considered in the light of the discovery that animals survive and do well with sterile intestines. Bacterial variation has received greater consideration. The discussion of bacterial foods has been expanded to include accessory substances, and the value of microorganisms as tools for assaying vitamins is mentioned. The subject of enzymes has been expanded and rewritten in the light of recent developments.

Practical Methods For The Microbiological Assay of The Vitamin B Complex and Essential Amino Acids, by E. C. Barton-Wright, D.Sc., F.R.I.C., 58 pp., Ashe Laboratories, Ltd., London, 7/6d.

This text is largely an elaboration of a lecture given before the London Section of the Royal Institute of Chemistry and subsequently published in the Analyst (1945, 70,283). Each assay is described in detail, so that those unfamiliar with microbiological assay technique should have few dificulties in carrying out successful determinations. Contents: General Introduction; Assay of Riboflavin; Assay of Nicotinic Acid; Assay of Biotin; Assay of Pantothenic Acid; Assay of Aneurin; Assay of Pyridoxine; Microbiological Assay of Amino Acids; Assay of Tryptophan; Assay of Leucine, Isoleucine, Cystine and Valine; Assay of Methionine, Phenylalanine, Lysine and Histidine; Assay of Arginine and Threonine.

Microcalorimetry, by W. Swietoslawski, Professor in absentia of Physical Chemistry of the Institute of Technology, Warsaw, Senior Fellow, Mellon Institute, Pittsburgh, Pa., 199 pp., Reinhold Publishing Corp., New York, $4.75.

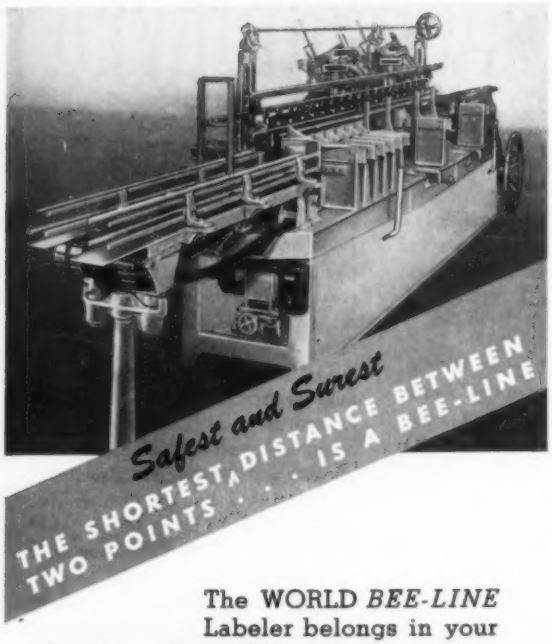
The purpose of this book is to give a comprehensive description of the methods used in measuring small amounts of heat developed by different objects. There have been a few books published on calorimetry, but none on microcalorimetry. As the application of microcalorimetric measurements has increased steadily, the appearance of this book may be timely. Microcalorimetric measurements have been employed recently in physics, in physical chemistry, in physiology and in biology. Contents: Chapters I—Microthermal Processes of Long and Short Duration; II—Calorimeter Jackets, Thermostats and Thermometers; III—Method of Comparative Measurements; IV—Twin Microcalorimeters Used in Radiology; V—Use of the Ice Calorimeter in Microthermal Measurements; VI—Tian's Investigations in Microcalorimetry; VII—Microthermal Measurements of Processes of Short Duration; VIII—Adiabatic Microcalorimeter; IX—Static and Kinetic Methods of Microthermal Measurements; X—Labyrinth Flow Calorimeter; XI—The Choice of a Method.

Chemical Specialties, A Symposium compiled by H. Bennett, Chemical Publishing Co., Brooklyn, New York, 826 pp., Illus., $12.50.

While this book contains many formulae for the manufacture of such products as cosmetics, foods, inks, adhesives, textile finishing agents, products used on the farm, in metallurgy paper industry and many other trades and industries, its primary purpose is to present miscellaneous information of importance to anyone contemplating entering these industries. Information is presented on the determination of the sales possibilities of a product, and how to make it salable and attractive. The laws of the Food and Drug Administration are included, and even bookkeeping, figuring costs and other administrative measures are covered. The machinery and equipment most frequently used are discussed in detail and many illustrations help to explain the operation of the apparatus. Sources of raw materials and equipment, methods of testing, storing, packing and shipping are also described. It contains a section devoted to the rudiments of chemistry for the businessman and gives the necessary business information to the chemist. Contents: Preface; Introduction: Compounding Chemistry; Classes of Chemicals; their Chemical Properties, Reactions and Uses; Chemicals Classified by Use; Raw Materials; Processing Procedure and Equipment; Formulary; Marketing; General Business Principles; Records and Forms; Technical Help; Laws and Regulations; Appendix; Index.

The Principles And Practice of Tropical Medicine, by L. Everard Napier, Formerly Director and Professor of Tropical Medicine, Calcutta School of Tropical Medicine, 917 pp., The MacMillan Co., New York, $11.00.

The author here gives an accurate and concise account of the more important tropical diseases from the point of view of epidemiology, aetiology, pathology, symptomatology, and to discuss in a general way such relevant subjects as methods of mitigating the effects of a tropical climate, nutrition and anaemia in the tropics, and snakes and snakebite. The book is written in two parts, the first of which (now revised and brought up-to-date) was published privately in India. Since it is directed wholly toward clinical and preventive application it should prove a boon to medical schools, especially for their third and fourth year classes. It will also appeal to the general practictioner who wishes to familiarize himself with the essentials of tropical medicine. He will find it a very readable and clearly subdivided text which will give him all the information he requires regarding treatment and diagnosis. Public health personnel will find in it all the essential details regarding epidemilogy and prevention of tropical diseases.



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Toiletries in 1947

(*Continued from page 183*)

country came directly after World War I. The American soldier, in seeking the countless gifts he sent to his loved ones when he was in camp or when he was in France, became more perfume conscious. Tens of thousands of women for the first time had the joy and pleasure of the reaction of using finer toiletries. The habit, once acquired, was one of the last they would give up even under the greatest economic stress. This is borne out by the fact that in the greatest depression years, the toiletries departments felt the decline in consumer spending to a much lesser degree than the volume of the stores as a a whole. In fact statistics show that the toilet goods decline in sales was far less than basic necessities, including food.

If we consider the conditions that prevailed during and after World War I and multiply them many times we will have some concept of the increased market now awaiting us. The 160 billion national income, anticipated for 1947, is the rock upon which this purchasing power rests. Millions of women left their homes to go into the war effort with consequent increased purchasing power, which was spent primarily in the indulgence of things which they craved, such as finer toiletries, including perfumes to a greater extent than ever in the history of this country. This habit, if history repeats itself, will continue to evidence itself in the increased markets ahead for those manufacturers who continue to produce merchandise of exceptional quality, distinctively packaged and priced in a range which will make perfumes competitive in value with merchandise outside the toiletries field in the battle for their part of the consumer's dollar.

I should like to see more attention paid to the merchandising of perfumes in price ranges. In other words, the promotion of outstanding perfumes in several categories of prices which are more appealing to the buying habits of the consumer. One of the great forces building this consumer acceptance will be the continuity of the national advertising done by the leaders in this field. Since there is a narrowing of the income group classes it no longer will be possible for distributors to depend solely upon prestige advertising to be effective in a market that has changed so radically in our country. Only those distributors who have the power to send their appeal and message to millions of American consumers can be effective in creating ease of sales for the retailer and, therefore, a growing market for these products if the retailer will back up these efforts by the proper allocation of display space and selling effort.

During these lush years too many fundamental merchandising principles have not been adhered to. These cogent practices must again be the basis for sound operation: 1. Investment of buying power primarily in those staples that have consumer acceptance and demand; 2. Stocks must be maintained at all times of these items; 3. Elimination of all lines and items which after fair trial have indicated they have not sufficient

consumer acceptance; 4. Concentration of selling effort, space and advertising on productive merchandise. Any merchandising principle which will curtail budgets horizontally and not selectively will lead to disaster.

Rutin (Vitamin P)

(*Continued from page 175*)

drolytic products of rutin are known and have been proved by synthesis, it is still not established whether the biose is linked in the alpha or beta configuration with the quercetin.

Pure rutin[18] consists of yellow crystals, which become plastic at 182-192° C. and decompose at 214-215° C. Spectrographic analysis is at present used as a measure of purity. Rutin is slightly soluble in hot water and practically insoluble in cold water. It is only moderately soluble in alcohol, acetone and ethyl acetate and insoluble in ether, chloroform and in the petroleum solvents.

Clinical research is continuing and additional results indicates a wide spread nutritional utilization of the drug. It is expected that rutin will soon assume an important role in our medical market. Current estimates of the amount of rutin necessary to meet U. S. requirements run up to a million pounds annually. When one considers that the yield of rutin from buckwheat is between 1.5-3% it means that the farmers in this country, especially those experienced with buckwheat are in for a lucrative period.

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The Spearmint Market

(*Continued from page 173*)

has yielded that place to Ipana, is now buying spearmint oil to use in flavoring his product. In this way, it is said, this manufacturer hopes to overcome some of the Ipana popularity. These people also state that spearmint is gaining a slight, although firm popularity in foreign countries, particularly in England and Australia and that some export demand from these countries is being noticed. They explain this foreign desire for spearmint oil as the result of the fact that our soldiers, when in these countries, had Wrigley's Spearmint Chewing Gum and Ipana Tooth Paste, with which many natives of these countries became acquainted.

In support of their theory that spearmint oil is finding wider use and therefore is not so freely available, they point out that Wrigley has, at least to a noticeable degree, curtailed their advertising of their Spearmint Chewing Gum, and are advertising instead their Juicy Fruit Chewing Gum, the package of which carries the

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statement, "The Gum with the Fascinating Artificial Flavor." These people contend that Wrigley would not do this if they had plenty of spearmint oil and if they thought that spearmint oil would be available in the near future at anywhere near normal price levels. They also contend that Wrigley, in using an artificial flavor and pushing a product which does not contain natural oils, is guarding against being caught in obtaining supplies of the flavor of this product in the same position in which they were caught with spearmint oil.

What the future holds for spearmint then is a matter of speculation as to whether or not the demand for spearmint is growing, whether or not the present high prices are the result of manipulation on the part of those controlling the situation in the country, and whether or not increased plantings will result from the higher prices.

Instrument Disinfecting

(Continued from page 182)

hyde to which is added methyl alcohol to prevent polymerization. In proper concentration, formaldehyde is an effective germicide against all forms of organisms. In a concentration of 1:200 it kills both spore-forming and non-spore-forming anaerobic bacteria in six to twelve hours. In this concentration, formaldehyde also sterilizes saccharolytic anaerobes within 48 hours and the proteolytic anaerobes in 96 hours.[27] Higher concentrations are more rapidly effective. Formaldehyde solutions are also virucidal.[23]

One of the major advantages of formaldehyde solutions as disinfectants is that they retain much of their effectiveness in the presence of organic matter.[3] Not being an electrolyte, it is relatively free from chemical reaction with the various metals used in instruments.[3] However, it is common practice to add anticorrosion agents, especially when other ingredients are included in formaldehyde preparations.

Aside from its irritating odor, which can be covered to some extent, the main disadvantage of formaldehyde as an instrument disinfectant is the fact that it is not only a primary skin irritant but is also a powerful sensitizer. Many people are sensitive to formaldehyde.[25] Hence contact of the skin with the solutions must be avoided by indirect immersion of instruments. To neutralize accidental contact with formaldehyde, Blass[25] recommends the use of aromatic spirits of ammonia as a counter agent.

Diluted to from 2 to 5 per cent concentration, solution of formaldehyde finds very wide use as a disinfectant for instruments, gloves and other inanimate objects. Inexpensive and easily prepared, the following borax-formaldehyde solutions has been recommended [9, 11, 39] frequently for the cold disinfection of instruments:

Solution of formaldehyde	**554.0 cc.**
Sodium borate	**62.5 Gm.**
Distilled water, to make	**1,000.0 cc.**

Alcohol-formaldehyde solutions are also widely used.

One well-recommended[13] modification of the above aqueous solution consists of:

Solution of formaldehyde	**50.0 cc.**
Rubbing alcohol (70%)	**450.0 cc.**
Sodium borate	**sufficient to make a saturated solution**

A very similar disinfecting solution described by Blass[28] contains only 25cc of solution of formaldehyde; all other ingredients and proportions being the same. Another modification calls for[30] the use of:

Sodium borate	**20.0 Gm.**
Solution of formaldehyde	**300.0 cc.**
Methanol, to make	**1,000.0 cc.**

Phenol is sometimes included in formaldehyde-containing solutions. The following preparation, almost identical with Treitel's disinfecting solution,[18] was recommended in the British War Formulary[31] for preserving instruments and suture needles in a sterile, rust-free condition:

Borax	**15.0 Gm.**
Solution of formaldehyde	**25.0 cc.**
Phenol	**4.0 Gm.**
Water, to make	**1,000.0 cc.**

A number of instrument disinfecting solutions based on formaldehyde and containing other antibacterial or anticorrosion agents have been described in patents.[32,33] Undoubtedly the best known are the proprietary Bard-Parker solutions which have been described not only in patents[34,35] but in various other publications as well.[5, 36, 37, 38]

Since its introduction in 1944, considerable interest has been centered about the solution developed by Tainter and his associates.[3] This is prepared from the following ingredients which are mixed in the order given:

Isopropyl alcohol	**1,000.0 cc.**
Oil of rose geranium	**2.0 cc.**
Oil of cinnamon (or cassia)	**4.0 cc.**
Distilled water	**780.0 cc.**
Sodium nitrite	**4.0 Gm.**
Mono- or triethanolamine	**60.0 cc.**
Solution of formaldehyde U.S.P.	**160.0 cc.**

To be employed in full strength, this mixture has been used successfully as a chemical sterilizing solution for dental and surgical instruments. Common pyogenic organisms are probably killed by this solution within one minute after immersion; from ten to fifteen minutes immersion ensures complete sterility against such bacteria. The most resistant spores tested are killed in less than five hours. Non-corrosive and without dulling effects on the cutting edges, instruments made of steel, copper, aluminum and other commonly used metals were not appreciably corroded even after months of continuous immersion in the mixture.

Although inorganic mercury compounds, like mercuric chloride and potassium mercuric iodide, are notable as antibacterial agents, their value for instrument

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disinfection is greatly influenced by the fact that they are rapidly corrosive to metals.[3] Mercuric cyanide is perhaps more useful as a disinfectant because it is not deleterious to metals. Like most cold disinfectants, however, its solutions are not effective against bacterial spores.[39]

The same limitation also applies to the organic mercurials.[8, 39, 40] Although somewhat less corrosive to metals, such compounds as nitromersol, phenylmercuric chloride, phenylmercuric nitrate, and others are not effective against sporulating organisms. As a group, the mercurial compounds are known to be much more bacteriostatic than bactericidal[10] Most of the organic mercurials commonly used for instrument disinfection were introduced and are generally available under proprietary names. However, some of them, including many of the better known solutions, have received official or semi-official recognition.

The organic mercurial solutions have the advantage of freedom from irritating fumes and annoying odors. They are generally nontoxic in the concentrations recommended for instrument disinfection and are effective in high dilutions. For example, phenyl mercuric nitrate in 1:12,500 dilution is said[11] to make an effective disinfecting solution if the instruments are in contact for at least ten minutes; the drug being comparatively nontoxic in this concentration. The 1:500 alkaline solution of nitromersol (Metaphen) is diluted for specific uses. Thus, a 1:5,000 to a 1:1,000 solution has been employed for disinfecting instruments.[39]

During the last decade, various surface active agents, the so-called synthetic detergents, have come forward as promising disinfectants. In studies of the germicidal efficacy of a number of these compounds, Baker, Harrison and Miller[41] found that all the cationic detergents investigated were very effective inhibitors of bacterial metabolism in high dilutions, but that few of the anionic detergents were quite so effective.

From the standpoint of instrument disinfection, the most important cationic detergents are those classed as the quarternary ammonium compounds.[42–45] These are represented by such commercial compounds as Ceepryn, Phemarol Zephirin Chloride, Capacol and other preparations.[37, 38] Although their action is enhanced by their excellent wetting and penetrating properties, as with other types of cold disinfectants, these cationic detergents have little sporicidal activity and their germicidal potency is greatly reduced by serum and other organic matter, and especially by soap. It is essential, therefore, that all traces of these substances be removed by thorough rinsing prior to immersion of the instruments in the disinfecting solutions.

The quarternary ammonium compounds are generally employed in 1:1,000 concentration for the disinfection or sterile storage of instruments and rubber articles. When stored in such solutions for long periods of time, it is recommended[38] that 0.5 per cent of sodium nitrite be added to minimize corrosion.

The synthetic anionic detergents have not found much application in the preparation of instrument dis-

nfecting solutions. Although effective antiseptics under certain circumstances,[46] their marked selectivity against certain organisms[41] rather limits their use for general purposes in instrument disinfection. However, there is evidence[47] that the addition of small proportions of anionic surface active agents may be used to enhance the activity of certain antiseptics.

As indicated by patent[48, 49] and other sources, work is being done to develop more effective substances useful for making instrument disinfecting solutions. A target to aim at has been outlined in McCulloch's[2] remark that "Research should continue until some method which combines the bacteriological efficiency of steam under pressure with the convenience and economy of immersing in a chemical is found. If, in addition, the method could delay rusting and deterioration of the instruments and could remove tissue debris, the results would be ideal."

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Research and the Drug Industry

(*Continued from page 179*)

will not be completely sterilized. The necessity of this is so obvious as to hardly need further comment. 2) Education should revamp its employment practices, so that a young Ph.D. can make at least as much money as the janitor. A recent want ad in a Denver newspaper offered $8.00 a day for men to peddle hot tamales on the

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streets of Denver. That's as much as many colleges can afford to pay a new Ph.D. It has been this way for many years; the public has always regarded Education as a necessary evil, something that should be bought cheaply. Therefore, professors have always come cheap. And even though during the war the universities have had to dig up more money to compete with industry, in the physical science fields, the fact is that their over-all policy toward their employees has not changed, as evidenced by their maintenance of low salaries for professors in the biological sciences and in the arts. This is intellectual suicide. To a considerable extent it may be blamed on the public at large, but in part on the administrative officers of our educational institutions, who do not have the backbone to fight for the establishment of economic security and wholesome incomes for their colleagues. A trend, therefore, toward raising the social and economic level of university people must eventually be initiated, else our whole educational system will be drained of its best men.

The foregoing discussion pointed out that we have great "stock piles" of actual and potential new developments in pharmaceuticals, but that our personnel at the present time is highly disorganized, leading to future maladjustment and uncertainty. Might it not be well, then, if we organize our scientific personnel in peace time in a manner similar to our vast war-time organization, whereby we may achieve the greatest benefit with the least expenditure of funds and efforts. In spite of the anguished howls that go up when regimentation of scientists is mentioned, the fact is that in many fields of wartime research, dynamic leadership coupled with strong organization, application, efficiency, led to an acceleration of scientific effort greater than ever witnessed in the history of the world. T. S. Harding has estimated that 25 years of research on the atomic bomb was telescoped into 2 years. In the light of our knowledge of the wonders that we can accomplish with such intense organization, it would appear that many of our peace time problems might yield to such treatment.

Cancer would be an excellent problem for such a concerted activity. Research in malignancies has heretofore been fraught with pseudoscientific quackery, well-intended wastage of vast sums of money, and the usual laissez-faire hodge-podge of scientific effort which has characterized American research. In general, philanthropic benefactors know "nothing about medicine, and the pseudoscientist nothing about cancer, and both cordially deceive each other." But cancer is a problem that has many ramifications; its complete understanding is hardly within the scope of one man's intellect; the best effort to be expended here should derive from a highly organized group of teams, guided by a central clearing house of information and counsel. Such an organization could whip cancer, and the project would cost probably 10% of the cost of the research that produced the first atomic bomb.

The last few years, therefore, have given us many new compounds and techniques for exploitation. The

value of organized scientific endeavor has become manifest. We have manpower, at present somewhat confused, but with a little effort capable of being whipped into high productive capacity. If we make proper use of the many ways and means and things that are now at our disposal, we can solve any problem confronting the human race.

Your Trade-Mark Record

(Continued from page 253)

Myrugia, S. A., Barcelona, Spain
Ser. May 1, 1945 D. U. Feb. 1936
Reg. 423,885 Sept. 10, 1946

CLAVEL DE ESPANA with des.—IV—A—482,848
Myrugia, S. A., Barcelona, Spain
Ser. May 1, 1945 D. U. Oct. 1936
Reg. 424,063 Sept. 17, 1946

CLISHAY LEY LEGENDRE—IV—B—499,076
Stephen E. Riley (Stephen Riley Co.), Los Angeles, Calif.
Ser. Apr. 1, 1946 D. U. Feb. 11, 1946

CLOUDKIST—VI—BCE—495,437
Associated Products, Inc., Chicago, Ill.
Ser. Jan. 26, 1946 D. U. Dec. 10, 1945

CLOUDSWEPT—VI—ABCE—495,438
Associated Products Inc., Chicago, Ill.
Ser. Jan. 26, 1946 D. U. Dec. 10, 1945

COAX ME—VI—B—498,140
George C. Hester (Janet Hester), Glendale, Calif.
Ser. Mar. 13, 1946 D. U. Mar. 5, 1946

COEUR DAME with des.—VI—C—492,713
Franz Klein (Coeur Dame Labs.), Newark, N. J.
Ser. Dec. 5, 1945 D. U. Oct. 2, 1945

COLEO—IV—AK—493,660
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Ser. Dec. 21, 1945 D. U. Mar. 25, 1890

COLONIAL BOUQUET—IV—A—474,654
Colonial Dames Co., Ltd., Los Angeles, Calif.
Ser. Sept. 27, 1944 D. U. May 6, 1940

COMANTE—VI—B—490,723
Wetherholt's Perfume Co., Chicago, Ill.
Ser. Oct. 29, 1945 D. U. Apr. 26, 1945
Reg. 422,011 June 25, 1946

CONFLICT—VI—ABC—490,255
Parfums Blanchard, New York, N. Y.
Ser. Oct. 20, 1945 D. U. Oct. 15, 1945

CONNOISSEUR—VI—I—496,082
Irresistible, Inc., New York, N. Y.
Ser. Feb. 6, 1946 D. U. Jan. 30, 1946

CONSPIRACY—VI—B—486,419
Lynette Perfumes, Inc., New York, N. Y.
Ser. July 28, 1945 D. U. Apr. 9, 1945
Reg. 419,226 Feb. 5, 1946

CORDOVAN—VI—B—482,291
Lehn & Fink Products Corp., Bloomfield, N. J.
Ser. Apr. 18, 1945 D. U. Feb. 2, 1945
Reg. 421,253 May 21, 1946

CORIOLAN—VI—ABCH—490,480
Coty, Inc., New York, N. Y.
Ser. Oct. 25, 1945 D. U. Oct. 22, 1945

CORSAIR—VI—B—490,449
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Oct. 24, 1945 D. U. Apr. 1941

COSMOPOLITAN—VI—BDCET—489,695
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COSSACK—VI—I—492,843
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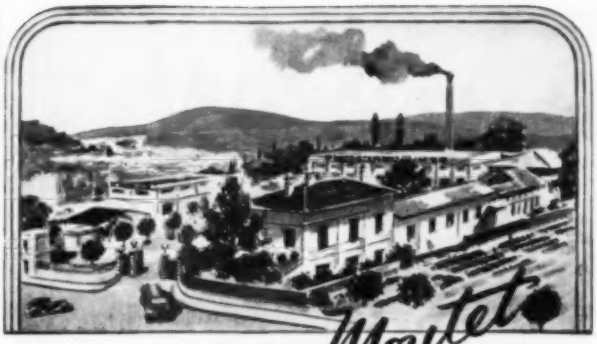
COULD BE—VI—B—490,724
Wetherholt's Perfum Co., Chicago, Ill.
Ser. Oct. 29, 1945 D. U. Apr. 26, 1945
Reg. 422,341 July 16, 1946

COUNT TEN—VI—T—495,743
A. E. Illes Co., Dallas, Tex.
Ser. Jan. 31, 1946 D. U. Apr. 1932

"COVER GIRL"—BC—VI—487,193
Albert Lefcourte (Lefcourte Cosmetics Co.), New York, N. Y.
Ser. Aug. 17, 1945 D. U. July 6, 1944
Reg. 420,030 Mar. 19, 1946



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Announcement that Senator Bilbo will undergo oral surgery has many citizens, normally more sympathetic to the afflicted, muttering: "Hope it's nothing trivial."

•

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•

Aware they couldn't convince all the people in the Senate's hallowed halls, the Bilbo cohorts addressed themselves to "You-All" the people.

•

Even in the sports world things are cockeyed. When Bob Hope and Bing Crosby bought a couple of baseball teams it was considered newsworthy. When Alvin Paris only tried to buy a couple of players he got a jail sentence.

•

Only in politics does fair play get a full stage. The Republicans, for example, are so sincere in wanting to cut the national budget, they'd even be willing to cut Truman's salary. Not completely, of course. Just permanently.

•

But every now and then some legislator overdoes his righteous indignation. Senator Ball's proposal, for example, to limit unions to one craft, is about as reasonable as expecting a xylophonist to play "The Flight of The Bumble Bee" while sitting on one hand.

•

Just a matter of time before Senator Ball suggests the Antarctic explorations are for the purpose of establishing a place for "Cooling Off" periods in collective bargaining.

•

Which reminds us that Washington is loaded with Presidential aspirants, all trying to cultivate the Roosevelt smile. Don't be surprised at an epidemic of lockjaw. (Come to think of it, that might not be bad in Washington!)

•

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Ser. Jan. 25, 1945 D. U. Jan. 23, 1945
Reg. 419,090 Feb. 5, 1946

CREME WHIPPED HAND LOTION, THE—VI—C—488,728
G. Barr & Company, Chicago, Ill.
Ser. Sept. 20, 1945 D. U. June 1, 1945
Reg. 424,094 Sept. 17, 1946

CRISTOBAL BALENCIAGA—IV—AI—491,073
Cristobal Balenciaga Elizaguirre, Spain
Ser. Nov. 5, 1945 D. U. July 21, 1942

CROWN DUET—VI—B—488,835
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CROWN JEWEL—VI—B—492,066
Prince Matchabelli, Inc., New York, N. Y.
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CUDDLE—VI—B—483,894
Cafe Societe Parfum Co., Milwaukee, Wisc.
Ser. Nov. 24, 1945 D. U. May 16, 1945

CURLYCUE—VI—H—490,626
Belfaire Cosmetics, Inc., New York, N. Y.
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CURRIER & IVES—VI—CI—490,347
The J. B. Williams Co., Glastonbury, Conn.
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Reg. 422,337 July 16, 1946

CURTAIN CALL—VI—B—490,453
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Ser. Oct. 24, 1945 D. U. Apr. 1941

CYCLONE RED—VI—CE—494,773
Avon Products, Inc., New York, N. Y.
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CYETON—VI—H—488,515
Cyeton Products, Los Angeles, Calif.
Ser. Sept. 15, 1945 D. U. Apr. 26, 1945

DALLIANCE—VI—BC—492,619
Elmo Sales Corp., Philadelphia, Pa.
Ser. Dec. 4, 1945 D. U. Nov. 15, 1945

DAMA DE NOCHE—VI—ABCH—475,942
Mauricio Bravo (Bravo Mfg. Co.), Chicago, Ill.
Ser. Nov. 1, 1944 D. U. Feb. 15, 1944
Reg. 422,544 July 30, 1946

DAMASK—VI—C—488,686
Charles of the Ritz, Inc., New York, N. Y.
Ser. Sept. 19, 1945 D. U. Sept. 14, 1945
Reg. 420,515 Apr. 16, 1946

DANDRAID—VI—H—485,626
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DARLING BABY—IV—486,115
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D'ARNEL—VI—BC—489,420
Harry A. Simon (La Floreal Parfum Sales Co.), Los Angeles, Calif.
Ser. Oct. 4, 1945 D. U. Aug. 4, 1945

DAY & FRICK—IV—A—488,398
Howard D. Day (Day & Frick), Philadelphia, Pa.
Ser. Sept. 13, 1945 D. U. 1889

DAZ-L-DENT—A PERFECT TOOTH POWDER with des.—VI—K—495,561
Daz-L-Dent Laboratories, Kansas City, Mo.
Ser. Jan. 28, 1946 D. U. June 1, 1933

DECEIT—VI—B—490,455
Marie Richelieu Parfum Odesant, Inc., New York, N. Y.
Ser. Oct. 24, 1945 D. U. Apr. 1941

DECEPTION—VI—B—478,211
Babette Amy Foster, New York, N. Y.
Ser. Jan. 4, 1945 D. U. Nov. 10, 1944

DEE BEE—VI—I—475,367
Medicated Products Co., Chicago, Ill.
Ser. Oct. 16, 1944 D. U. Oct. 1, 1941

DEEP END—VI—BC—493,200
Lentheric, Inc., New York, N. Y.
Ser. Dec. 13, 1945 D. U. Nov. 20, 1945

DEFLEX—VI—C—493,275
The Milso Co., Inc., New York, N. Y.
Ser. Dec. 14, 1945 D. U. Nov. 10, 1945

DELEX—VI—492,950
Ernst Peritz (Delex Products), New York, N. Y.
Ser. Dec. 8, 1945 D. U. Mar. 21, 1939

DERMATINT—VI—C—473,247
Franco American Hygienic Co., Chicago, Ill.
Ser. Aug. 14, 1944 D. U. July 1906
Reg. 422,259 July 9, 1946
DESIGN FOR BEAUTY—VI—474,829
Mary Ann Sarnes, Detroit, Mich.
Ser. Oct. 2, 1944 D. U. Dec. 1, 1935
Reg. 421,424 June 4, 1946
DE-TER-JAL-IZED—VI—G—480,348
Raymond Labs. Inc., St. Paul, Minn.
Ser. Feb. 28, 1945 D. U. Jan. 24, 1945
Reg. 418,519 Jan. 1, 1946
DIANE—VI—BCED—490,813
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 31, 1945 D. U. Feb. 1, 1944
Reg. 423,013 Aug. 20, 1946
DIM INNUENDO—VI—ABCH—484,183
Roger & Gallet, New York, N. Y.
Ser. June 5, 1945 D. U. May 7, 1945
Reg. 422,310 July 16, 1946
DIRECTOIRE—IV—A—490,743
Charles of the Ritz, Inc., New York, N. Y.
Ser. Oct. 30, 1945 D. U. Oct. 26, 1945
DIRECTOIRE—VI—BC—490,744
Charles of the Ritz, Inc., New York, N. Y.
Ser. Oct. 30, 1945 D. U. Oct. 26, 1945
DISARMING—VI—B—491,796
Avon Products, Inc., New York, N. Y.
Ser. Nov. 19, 1945 D. U. Oct. 25, 1945
DISTISOL—VI—M—495,629
The Selig Company, Atlanta, Ga.
Ser. Jan. 29, 1946 D. U. Dec. 27, 1945
DITHER—VI—C—490,446
Pond's Extract Company, New York, N. Y.
Ser. Oct. 24, 1945 D. U. Aug. 6, 1945
Reg. 421,379 May 28, 1946
DIVERSION—VI—BC—482,132
Evelyn Westall (Evelyn Westall Co.), New York, N. Y.
Ser. Apr. 14, 1945 D. U. Apr. 15, 1943
Reg. 422,303 July 16, 1946
DOBRE—VI—H—487,331
Stephan Molchan (Dobre Prods. Co.), Jersey City, N. J.
Ser. Aug. 20, 1945 D. U. May 1934
DOESKIN—VI—B—489,755
Parfum L'Orle, Inc., New York, N. Y.
Ser. Oct. 10, 1945 D. U. 1941
DOFF—IV——488,997
Gendron Chemical Co., Los Angeles, Calif.
Ser. Sept. 26, 1945 D. U. July 30, 1945
DOVE—IV—A—495,127
Charles Bird Keach (Kemo Textile Prods. Co.), Providence.
Ser. Jan. 21, 1946 D. U. Dec. 27, 1945
DOWNING STREET—VI—I—480,779
Miahati, Inc., New York, N. Y.
Ser. Mar. 10, 1945 D. U. Dec. 1, 1944
Reg. 418,520 Jan. 1, 1946
DOX—VI—T—495,653
California Spray-Chemical Corp., Richmond, Calif.
Ser. Jan. 30, 1946 D. U. Dec. 31, 1945
DRAMA—VI—CE—486,640
Eizabeth Arden Sales Corp., New York, N. Y.
Ser. Aug. 3, 1945 D. U. July 2, 1945
Reg. 420,020 Mar. 19, 1946
DREAMLAND—VI—ABC—497,842
Brite Star Associates, Inc., New York, N. Y.
Ser. Mar. 8, 1946 D. U. Jan. 2, 1946
DREAMS COME TRUE—VI—B—483,895
Cafe Societe Parfum Co., Milwaukee, Wis.
Ser. May 29, 1945 D. U. May 16, 1945
DRESDEN—VI—B—475,113
William S. Hieber (Henri Monet), Atlanta, Ga.
Ser. Oct. 9, 1944 D. U. May 1937
Reg. 421,236 May 21, 1946
DR. KEMPER LABORATORY—VI—C—486,635
Maxwell Kemper Willoughby, King Ferry, N. Y.
Ser. Aug. 2, 1945 D. U. Feb. 10 1945
Reg. 419,804 Mar. 5, 1946
A DROP HERE AND THERE—VI—BCH—496,688
Consolidated Cosmetics, Chicago, Ill.
Ser. Feb. 16, 1946 D. U. Feb. 13, 1946
DRYGENE—VI—D—488,880
Hirsch Laboratories, Toledo, Ohio
Ser. Sept. 22, 1945 D. U. July 27, 1945
DRY-POL with des.—VI—E—482,780
The Andion Company, Minneapolis, Minn.
Ser. Apr. 30, 1945 D. U. Mar. 8, 1945
DU-ALL—IV—A—480,831
Edwin B. Livingston (Edw. Livingston & Sons), Kansas City.
Ser. Mar. 12, 1945 D. U. Jan. 1940

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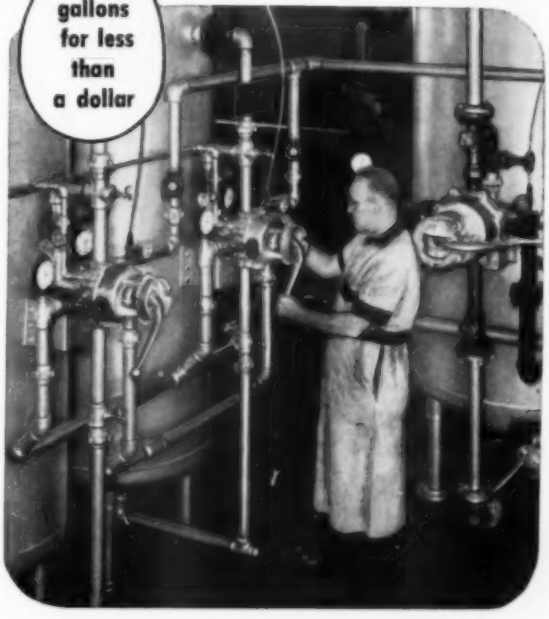

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DUETTE—VI—B—490,814
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 31, 1945 D. U. July 1, 1944

DUNVEL—IV—A—490,881
Hal H. Dunning (H. H. Dunning & Co.), Denver, Col.
Ser. Nov. 1, 1945 D. U. Sept. 10, 1945

DYNASTY—VI—ABCE—498,482
Associated Products, Inc., Chicago, Ill.
Ser. Mar. 19, 1946 D. U. Mar. 13, 1946

ELASTI-CURL—VI—H—487,562
National Mineral Co., Chicago, Ill.
Ser. Aug. 25, 1945 D. U. Aug. 18, 1945
Reg. 421,961 June 25, 1946

EMBRACE ME (EMBRACEZ-MOI)—VI—CBE—481,778
David Cohn (Main Street Trading Co.), New York, N. Y.
Ser. Apr. 6, 1945 D. U. Jan. 27, 1944
Reg. 420,701 Apr. 30, 1946

EMBROIDERY—VI—B—494,515
Parfum L'Orle, Inc., New York, N. Y.
Ser. Jan. 9, 1946 D. U. Jan. 4, 1946

"EMIR"—IV—A—495,049
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

ENAMELIA—VI—C—484,971
Paramount Cosmetics Inc., New York, N. Y.
Ser. June 23, 1945 D. U. 1930
Reg. 419,497 Feb. 19, 1946

ENDO-GRAY—VI—H—486,823
Stoneman Associates, Inc., Chicago, Ill.
Ser. Aug. 6, 1945 D. U. Oct. 17, 1944

ENGLISH ROSE—VI—C—482,339
Parfait, Inc., Chicago, Ill.
Ser. Apr. 194, 1945 D. U. Oct. 10, 1944
Reg. 420,062 Mar. 19, 1946

ENIGMA with des.—VI—B—473,312
Martin de Botelho (Alexa Inc.), New York, N. Y.
Ser. Aug. 16, 1944 D. U. July 26, 1944

ENVOY—VI—B—493,885
Hugh Genske, Philadelphia, Pa.
Ser. Dec. 26, 1945 D. U. Dec. 11, 1945

ENVY—VI—BC—482,334
Arnold Marte, New York, N. Y.
Ser. Apr. 19, 1945 D. U. Feb. 1931
Reg. 420,582 Apr. 23, 1946

ERVANA with des.—VI—BCH—492,270
Hannah Klein (Ervana Co.), Brooklyn, New York
Ser. Nov. 27, 1945 D. U. May 31, 1945

ESPERANTO—VI—B—479,777
Cassell Products, Inc., New York, N. Y.
Ser. Feb. 14, 1946 D. U. Jan. 4, 1945
Reg. 419,095 Feb. 5, 1946

ESTROCUTIN—VI—C—494,841
William J. Hart (Bio-Chemical Products Co.), Cleveland, Ohio
Ser. Jan. 16, 1946 D. U. Sept. 24, 1945

ETONNANT—VI—BC—486,130
Philip S. Willingmyre, Merchantville, N. J.
Ser. July 21, 1945 D. U. 1943

EUCLID—VI—471,186
Galen Labs., Pittsburgh, Pa.
Ser. June 13, 1944 D. U. May 5, 1944
Reg. 421,418 June 4, 1946

EVER AFTER—VI—BC—496,148
Paquin, Ltd., London, Eng.
Ser. Feb. 7, 1946 D. U. Aug. 11, 1939

EVYAN—VI—B—487,539
Evelyn Westall (Evyan Co.), New York, N. Y.
Ser. Aug. 24, 1945 D. U. Aug. 22, 1945

EXCELLENCE—IV—A—489,758
Pinaud, Inc., New York, N. Y.
Ser. Oct. 10, 1945 D. U. Sept. 29, 1944
Reg. 420,470 Apr. 9, 1946

EXHILARATION—VI—ABCH—484,416
Henry W. Millwer (H. W. Miller Cosmetic Co.). Glendale, Calif.
Ser. June 11, 1945 D. U. May 29, 1945

EXPERIENCE—VI—BC—489,357
Parfums Verlayne S.A.R.L., Paris, France
Ser. Oct. 3, 1945 D. U. Feb. 1944
Reg. 421,368 May 28, 1946

EXTRA DRY WIND—IV—A—479,630
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Feb. 9, 1945 D. U. Jan. 17, 1945
Reg. 420,060 Mar. 19, 1946

FAIRYLAND—VI—A—491,145
Virginia Maid Products, Inc., Lynchburg, Va.
Ser. Nov. 5, 1945 D. U. Nov. 2, 1945
Reg. 422,016 June 25, 1946

FASTID—VI—D—490,467
Strong, Cobb & Co., Inc., Cleveland, Ohio
Ser. Oct. 24, 1945 D. U. Oct. 23, 1945
FATAL APPLE—VI—CE—489,680
Revlon Products, Corp., New York, N. Y.
Ser. Oct. 9, 1945 D. U. July 20, 1945
FAUNE & FLORE—VI—BCH—489,264
Houbigant, Inc., New York, N. Y.
Ser. Oct. 2, 1945 D. U. Sept. 14, 1945
FAUX PAS—VI—BC—486,131
Philip S. Willingmyre, Merchantville, N. J.
Ser. July 21, 1945 D. U. 1943
FEBOE—VI—C—482,155
Feboe Perfumers, New York, N. Y.
Ser. Apr. 14, 1945 D. U. Jan. 10, 1945
FEU FROID—VI—BC—499,787
Lentheric, Inc., New York, N. Y.
Ser. Apr. 6, 1946 D. U. Mar. 20, 1946
FILIGREE—VI—ABCH—493,729
Belcano Co., Jersey City, N. J.
Ser. Dec. 22, 1945 D. U. Dec. 14, 1945
FIREBALL—VI—487,769
Jacqueline Cochran, New York, N. Y.
Ser. Aug. 30, 1945 D. U. May 28, 1945
Reg. 420,275 Apr. 2, 1946
FIREBIRD—VI—BCE—495,440
Associated Products, Inc., Chicago, Ill.
Ser. Jan. 26, 1946 D. U. Dec. 7, 1945
FIREBRAND—VI—BC—487,841
Richard Hudnut, New York, N. Y.
Ser. Aug. 31, 1945 D. U. July 21, 1945
Reg. 421,513 June 4, 1946
FIRE ORCHID—VI—ABC—486,859
George Jensen, Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. July 17, 1945
Reg. 420,851 May 7, 1946
FIRST LADY—VI—C—498,220
First Lady Co., Inc., Fort Worth, Texas
Ser. Mar. 14, 1946 D. U. Mar. 10, 1946
FIXIA—VI—C—492,324
Lentheric, Inc., New York, N. Y.
Ser. Nov. 28, 1945 D. U. Feb. 1941
Reg. 422,032 June 25, 1946
FIZZADENT—IV—K—488,410
Ralph L. Lenhard, New York, N. Y.
Ser. Sept. 13, 1945 D. U. Aug. 31, 1945
FLECHES—VI—BC—491,849
Lancome, S. A., Paris, France
Ser. Nov. 19, 1945 D. U. Aug. 12, 1938
FLENE—VI—K—491,251
Fluordent, Inc., New Orleans, La.
Ser. Nov. 8, 1945 D. U. July 19, 1945
FLEUR DE BARBEZON—VI—BC—496,572
Richmond-Phillips, New York, N. Y.
Ser. Feb. 14, 1946 D. U. Dec. 15, 1945
FLEUR DE RIVIERA SACHET—VI—B—485,745
Elizabeth Arden Sales Corp., New York, N. Y.
Ser. July 13, 1945 D. U. Apr. 9, 1940
FLEUR ETRANGE—VI—B—488,805
Coty, Inc., New York, N. Y.
Ser. Sept. 21, 1945 D. U. Sept. 14, 1945
FLORIN—VI—C—482,341
Parfait Inc., Chicago, Ill.
Ser. Apr. 19, 1945 D. U. Jan. 10, 1944
Reg. 419,480 Feb. 19, 1946
FLOWER GARDEN—VI—BC—494,246
Weldon, Inc., West Haven, Conn.
Ser. Jan. 3, 1946 D. U. Feb. 4, 1942
FLUFF SHEEN—IV—A—491,409
William G. Harrison (Fluff Sheen Cleaners), Chicago, Ill.
Ser. Nov. 10, 1945 D. U. Aug. 1, 1930
FLUORESCENT—VI—ABCH—496,202
Coty, Inc., New York, N. Y.
Ser. Feb. 8, 1946 D. U. Jan. 30, 1946
FOAM-ADE—IV—M—493,319
Burklin Process Co., Inc., Bethesda, Md.
Ser. Dec. 15, 1945 D. U. Oct. 9, 1945
FOAMING MIST—VI—A—481,041
Guy J. Banta, Los Angeles, Calif.
Ser. Mar. 19, 1945 D. U. Feb. 20, 1944
FOOT-AIR—VI—F—483,292
Universal Drug Products, Inc., Cleveland, Ohio
Ser. May 12, 1945 D. U. April 1942
FORCING—VI—BC—492,145
Lanselle Parfumeur S.A.R.L., Paris, France
Ser. Nov. 24, 1945 D. U. Sept. 19, 1941
FORMIDABLE—VI—BC—496,643
Lentheric, Inc., New York, N. Y.
Ser. Feb. 15, 1946 D. U. Jan. 23, 1946

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FRANTIC—VI—BC—495,100
Charles A. Rolley (Rolly Perfumes), San Francisco, Calif.
Ser. Jan. 10, 1946 D. U. Feb. 28, 1945

FRESH—VI—CHK—464,254
Pharma-Craft Corp., Louisville, Ky.
Ser. Oct. 19, 1943 D. U. Aug. 20, 1943
Reg. 419,014 Jan. 22, 1946

FOU—VI—B—497,979
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Mar. 9, 1946 D. U. Nov. 16, 1945

FOUNDATION GLO—VI—C—485,116
Elizabeth Arden Sales Corp., New York
Ser. June 28, 1945 D. U. May 11, 1937
Reg. 419,687 Feb. 19, 1946

FRACAS—VI—B—490,030
Societe d'Etudes et D'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Oct. 16, 1945 D. U. July 5, 1945
Reg. 421,570 June 4, 1946

FRAME—VI—ABCDEH—492,654
Ernst Peritz (Delex Products), New York, N. Y.
Ser. Dec. 4, 1945 D. U. Mar. 1, 1945
Reg. 422,371 July 16, 1946

FRESH—VI—CHK—464,254
The Pharma-Craft Corp., Louisville, Ky.
Ser. Oct. 19, 1943 D. U. Aug. 20, 1943
Reg. 419,014 Feb. 9, 1946

FRANK FOSTERS—VI—H—486,158
D. H. Myerson (Paris, Supply Co.), Los Angeles, Calif.
Ser. July 23, 1945 D. U. 1928
Reg. 419,689 Feb. 19, 1946

FROSTED TORTOISE SHELL—VI—BE—488,869
Revlon Products Corp., New York, N. Y.
Ser. Sept. 22, 1945 D. U. Sept. 10, 1945
Reg. 422,571 July 30, 1946

FULL DRESS—VI—DHI—491,651
Man of Manhattan, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945

FUN—IV—A—488,208
Essential Chemicals Co., Milwaukee, Wis.
Ser. Sept. 10, 1945 D. U. Aug. 16, 1944

FUTPOWR—IV—T—495,231
Geo. H. Gould Co., Louisville, Ky.
Ser. Jan. 23, 1946 D. U. Nov. 20, 1945

G & G FOOT REMEDY (SUPER) with des.—VI—F—484,890
August H. Gisondi (G and G Super Foot Remedy), Schenectady, N. Y.
Ser. June 22, 1945 D. U. Apr. 2, 1945

GAI-DAI—VI—B—475,070
George D. Pickrell (George Pickrell Lab.), Chicago, Ill.
Ser. Oct. 7, 1944 D. U. Aug. 17, 1944

GALLIVANTING with des.—VI—B—464,635
Affiliated Products, Inc., Jersey City, N. J.
Ser. Nov. 3, 1943 D. U. Apr. 5, 1943

GAMBADE—VI—B—490,041
Societe d'Etudes et d'Expansion de la Parfumerie de Luxe, Paris, France
Ser. Oct. 16, 1946 D. U. Aug. 27, 1945
Reg. 421,574 June 4, 1946

GARDEN WALK—VI—B—486,869
Quality Products Co., Inc., New York, N. Y.
Ser. Aug. 7, 1945 D. U. May 9, 1945
Reg. 419,812 Mar. 5, 1946

GAULOIS—VI—ABCH—491,553
Coty, Inc., New York, N. Y.
Ser. Nov. 14, 1945 D. U. Nov. 2, 1945

GAUNTLET—VI—C—491,508
The Procter & Gamble Co., Cincinnati, Ohio
Ser. Nov. 13, 1945 D. U. Oct. 22, 1945
Reg. 421,604 June 4, 1946

GAY DIVERSION—VI—B—479,541
Evelyn Westall (Evelyn Westall Co.), New York, N. Y.
Ser. Feb. 7, 1945 D. U. Jan. 27, 1945
Reg. 422,300 July 16, 1946

GAYLORD—VI—I—480,188
Ivor Redlich (Athley Bradford), Los Angeles, Calif.
Ser. Feb. 24, 1945 D. U. Feb. 6, 1945
Reg. 420,941 May 7, 1946

GAY PATTON—VI—BCS—487,898
Doleith Inc., Chicago, Ill.
Ser. Sept. 1, 1945 D. U. June 26, 1945
Reg. 423,898

GLEE—IV—A—493,678
R. S. Ghiselin, Chicago, Ill.
Ser. Dec. 21, 1945 D. U. Mar. 21, 1945

GLISS—IV—A—487,697

Beach Soap Company, Lawrence, Mass.
Ser. Aug. 29, 1945 D. U. July 18, 1924

GLORYNE—VI—M—490,502
Lazarus Monfried (American Medico Labs.), New York, N. Y.
Ser. Oct. 25, 1945 D. U. Oct. 10, 1945

GOING MY WAY with des.—VI—ABC—492,368
Elmo Sales Corp., Philadelphia, Pa.
Ser. Nov. 29, 1945 D. U. Nov. 2, 1945

GOLDCRAFT—VI—B—494,517
Parfum L'Orle, Inc., New York, N. Y.
Ser. Jan. 9, 1946 D. U. Jan. 4, 1946

GOLDEN ARROW with des.—VI—ABCE—490,815
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 31, 1945 D. U. Sept. 11, 1944

GOLDEN ARROW with des.—IV—I—490,812
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 31, 1945 D. U. Sept. 11, 1944
Reg. 422,343 July 16, 1946

GOLDEN ARROW FACE WASH—VI—C—486,368
Golden Arrow Toiletries, New York, N. Y.
Ser. July 27, 1945 D. U. Feb. 15, 1944
Reg. 421,485 June 4, 1946

GOLDEN YOUTH—VI—C—483,109
Golden Youth Mfg. Co., Chicago, Ill.
Ser. May 8, 1945 D. U. 1912

"GOOD RIDDANCE"—VI—C—488,644
Golden Arrow Toiletries, New York, N. Y.
Ser. Sept. 18, 1945 D. U. Feb. 10, 1944
Reg. 420,640 Apr. 23, 1946

GRAND UNION—VI—KM—487,940
The Grand Union Co., New York, N. Y.
Ser. Sept. 4, 1945 D. U. 1893

GRANO—VI—BCH—491,204
Impression Products, Inc. (Impression Prods.), Chicago, Ill.
Ser. Nov. 7, 1945 D. U. May 12, 1940

HALF-TONE—VI—C—489,460
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 5, 1945 D. U. July 1, 1944
Reg. 420,767 Apr. 30, 1946

HALLELUJAH—VI—BCH—485,760
Coty, Inc., New York, N. Y.
Ser. July 13, 1945 D. U. June 29, 1945
Reg. 419,196 Feb. 5, 1946

HAMPSHIRE—VI—B—486,421
Lynette Perfumes, Inc., New York, N. Y.
Ser. July 28, 1945 D. U. Mar. 28, 1945
Reg. 421,261 May 21, 1946

HAND SILK—VI—CE—484,383
Associated Products, Inc., Chicago, Ill.
Ser. June 11, 1945 D. U. Apr. 23, 1945
Reg. 419,149 Feb. 5, 1946

HAR-THO—IV—A—495,534
Blue Ribbon Products Company, San Francisco, Calif.
Ser. Jan. 28, 1946 D. U. Sept. 11, 1945

HARTLEY'S—VI—C—486,769
Hartley's, Inc., Miami, Fla.
Ser. Aug. 6, 1945 D. U. Sept. 6, 1938
Reg. 419,038 Jan. 22, 1946

HARTLEY'S—VI—ABCDEH—486,769
Hartley's Inc., Miami, Fla.
Ser. Aug. 6, 1945 D. U. Sept. 6, 1938
Reg. 419,095 Jan. 22, 1946

HASTA MANANA—VI—BC—486,043
Larrman & Kemp-Barclay & Co., Inc., New York, N. Y.
Ser. July 20, 1945 D. U. May 25, 1945
Reg. 419,786 Mar. 5, 1946

HAUNTING with des.—VI—B—497,024
Marvin Gordon (Carosel Parfum Co.), New York, N. Y.
Ser. Feb. 21, 1946 D. U. Sept. 19, 1944

HEART BREAK—VI—B—475,115
William S. Hieber (Henri Monet), Atlanta, Ga.
Ser. Oct. 9, 1944 D. U. Dec. 1933

HEAVEN SENT with des.—VI—BC—485,422
Helena Rubinstein, Inc., New York, N. Y.
Ser. July 3, 1945 D. U. Mar. 1, 1941
Reg. 422,561 July 30, 1946

HEIDI—VI—BD—484,351
The Lindfors Corporation, New York, N. Y.
Ser. June 9, 1945 D. U. June 5, 1945
Reg. 422,556 July 30, 1946

HELEN CORNELL—VI—ACH—482,583
Arnold L. Lewis (Westcraft Labs.), Los Angeles, Calif.
Ser. Apr. 25, 1945 D. U. Feb. 9, 1945
Reg. 420,952 May 7, 1946

HER-LOX—VI—483,059
Her-Lox Company, Minneapolis, Minn.
Ser. May 7, 1945 D. U. Jan. 1945

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HIBISCUS—VI—C—484,935
Charles of the Ritz, Inc., New York, N. Y.
Ser. June 23, 1945 D. U. Jan. 1939
Reg. 418,778 Jan. 8, 1946

HILCO with des.—VI—H—493,120
Hilco, Inc., St. Louis, Mo.
Ser. Dec. 12, 1945 D. U. Sept. 25, 1945

HINDU BLESSING—VI—M—476,897
Jamil Akhtar (Taj Perfume Co.), Detroit, Mich.
Ser. Nov. 27, 1944 D. U. Jan. 1944

HI-SHEEN—VI—H—478,690
Primrose House, Inc., New York, N. Y.
Ser. Jan. 16, 1945 D. U. Jan. 10, 1945
Reg. 420,055 Mar. 19, 1946

HOCUS-POCUS—VI—C—489,461
Golden Arrow Toiletries, New York, N. Y.
Ser. Oct. 5, 1945 D. U. July 1, 1944
Reg. 421,369 May 28, 1946

"HONSI SOIT QUI MAL Y PENSE"—IV—A—495,053
Les Parfums de Dana, Inc., New York, N. Y.
Ser. Jan. 19, 1946 D. U. Dec. 31, 1945

HONKY TONK—VI—C—496,033
Lehn & Fink Products Corp., Bloomfield, N. J.
Ser. Feb. 5, 1946 D. U. Dec. 29, 1945

HOOT MON—VI—B—491,334
Irresistible, Inc., New York, N. Y.
Ser. Nov. 9, 1945 D. U. Oct. 30, 1945
Reg. 421,393 May 28, 1946

HOROSCOPE—VI—A—497,642
Elsie M. Bayard, Evanston, Ill.
Ser. Mar. 5, 1946 D. U. Mar. 1, 1940

HOSPITALITY HOUSE—VI—A—498,460
Stephen E. Riley (Stephen Riley Co.), Los Angeles, Calif.
Ser. Mar. 18, 1946 D. U. Oct. 15, 1945

HOUR GLASS—VI—B—481,262
Bonwit Teller, Inc., New York, N. Y.
Ser. Mar. 24, 1945 D. U. Nov. 28, 1944

HOUSE OF PINE with des.—VI—I—489,362
Michael Siegel (House of Pine), Rosele, N. J.
Ser. Oct. 3, 1945 D. U. Sept. 1, 1945

HUBBA-HUBBA—VI—B—495,509
Roberts, Creations Company, New York, N. Y.
Ser. Jan. 26, 1946 D. U. Dec. 3, 1945

HYSTERICAL—VI—BE—484,588
Purex Prods., Inc., Baltimore, Md.
Ser. June 15, 1945 D. U. May 9, 1944
Reg. 421,461 June 4, 1946

"HY-PO"—VI—T—493,093
York Pharmacal Co., St. Louis, Mo.
Ser. Dec. 11, 1945 D. U. Sept. 5, 1945

I-CARE—VI—BD—483,409
W. F. Zimmerman, Inc., New York, N. Y.
Ser. May 15, 1945 D. U. Apr. 1, 1945
Reg. 421,256 May 21, 1946

INDEED—VI—ABCDEH—492,653
Ernst Peritz (Delex Products), New York, N. Y.
Ser. Dec. 4, 1945 D. U. Mar. 1, 1945
Reg. 422,370 July 16, 1946

INDIAN SUMMER—VI—BC—491,671
Parfums Charbert, Inc., New York, N. Y.
Ser. Nov. 15, 1945 D. U. Oct. 24, 1945

INESCAPABLE—VI—B—493,100
George W. Button Co. (Bouton), New York, N. Y.
Ser. Dec. 12, 1945 D. U. Nov. 19, 1945

INFERNO RED—VI—481,906

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Kathleen Mary Quinlan, Inc., New York, N. Y.
Ser. Apr. 9, 1945 D. U. Mar. 20, 1945
Reg. 420,580 Apr. 23, 1946

INGRAM—IV—I—480,559
Bristol-Myers Co., New York, N. Y.
Ser. Mar. 7, 1945 D. U. July 13, 1944
Reg. 419,106 Feb. 5, 1946

INSTANT-DRI—VI—E—486,067
Schnefel Bros. Corp., Newark, N. J.
Ser. July 20, 1945 D. U. Feb. 8, 1945
Reg. 424,082 Sept. 17, 1946

INTERVALLE—VI—BC—499,720
Les Parfums de Dana Inc., New York, N. Y.
Ser. Apr. 5, 1946 D. U. Mar. 19, 1946

IN THE PINK with des.—VI—485,090
Lehn & Fink Products Corp., Bloomfield, N. J.
Ser. June 27, 1945 D. U. May 4, 1945
Reg. 421,317 May 28, 1946

INTRODUCTION—VI—B—475,929
Adele Simpson, Inc., New York, N. Y.
Ser. Oct. 31, 1944 D. U. Oct. 24, 1944

INTUITION—IV—A—489,013
Roger & Gallet, New York, N. Y.
Ser. Sept. 26, 1945 D. U. Sept. 20, 1945

IRIDESCENT—VI—CH—485,129
Coty, Inc., New York, N. Y.
Ser. June 28, 1945 D. U. June 4, 1945
Reg. 420,714 Apr. 30, 1946

I-SAN with des.—VI—M—496,449
The Knox Company, Los Angeles, Calif.
Ser. Feb. 12, 1946 D. U. Oct. 5, 1945

ISOLADE—IV—ABCE—498,484
Associated Products, Inc., Chicago, Ill.
Ser. Mar. 19, 1946 D. U. Feb. 28, 1946

ISOMAL—VI—M—492,039
Givaudan-Delawanna, Inc., New York, N. Y.
Ser. Nov. 23, 1945 D. U. Nov. 19, 1945

JF—VI—BC—490,807
John Frederics, Inc., New York, N. Y.
Ser. Oct. 31, 1945 D. U. Apr. 1, 1944
Reg. 421,390 May 28, 1946

JF—IV—AI—490,806
John Frederics, Inc., New York, N. Y.
Ser. Oct. 31, 1945 D. U. Apr. 1, 1944

JABALI—IV—BC—496,863
Frank M. Sagona (Scharmouche Parfum Labs.), Chicago, Ill.
Ser. Feb. 18, 1946 D. U. Feb. 6, 1946

JACK OF CLUBS—VI—C—487,717
Golden Arrow Toiletries, New York, N. Y.
Ser. Aug. 29, 1945 D. U. June 1, 1945

JACK OF CLUBS—IV—A—495,375
Golden Arrow Toiletries, New York, N. Y.
Ser. Jan. 25, 1946 D. U. June 1, 1945

JACK OF DIAMONDS—VI—C—487,718
Golden Arrow Toiletries, New York, N. Y.
Ser. Aug. 29, 1945 D. U. June 1, 1945
Reg. 420,863 May 7, 1946

JACK OF DIAMONDS—IV—A—495,468
Golden Arrow Toiletries, New York, N. Y.
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Golden Arrow Toiletries, New York, N. Y.
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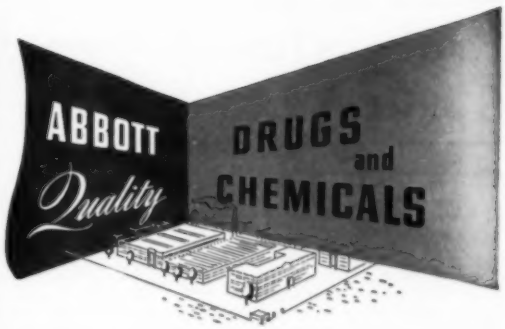

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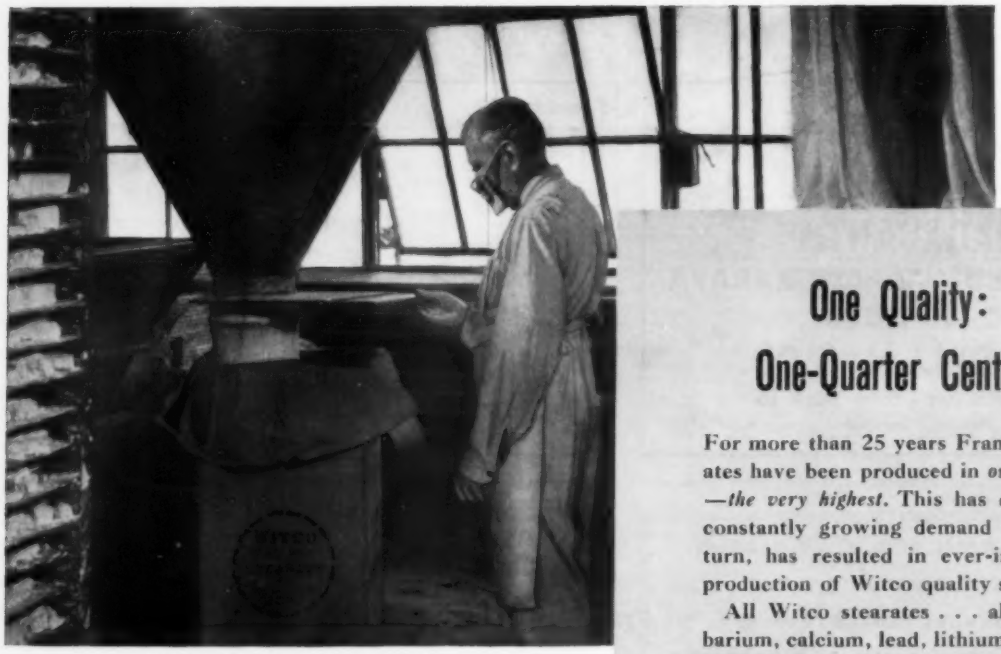

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